

THE NATIONAL PROVISIONER

CHICAGO AND NEW YORK

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SEPTEMBER 10, 1927



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Mr. A. C. Van Hooydonk, an authority on sausage machinery, inventor of the SUPERIOR Stuffer Piston, now used exclusively in the Perfected "BUFFALO" Air Stuffer.



An Air Stuffer is as Good as the PISTON that's in it!

NOW! the Perfected "BUFFALO" Air Stuffer is equipped exclusively with the patented SUPERIOR Stuffer Piston—guaranteed not to leak air, meat or water—absolutely sanitary—100% mechanically perfect!

AFTER watching carefully the development of the SUPERIOR Stuffer Piston for two years and after receiving amazing letters from practically all its scores of users, we bought the patent rights for this wonderful piston and combined it with the new "BUFFALO" Air Stuffer.

The result surpasses anything heretofore placed on the market in an air stuffer. Never before have sausage makers been able to obtain fast, economical, untroubled stuffer operation. Now, with the Perfected "BUFFALO" Stuffer they are absolutely assured of 100% performance in every way!

NO WONDER THIS PERFECTED "BUFFALO" STUFFER has TAKEN the COUNTRY by STORM!

Besides being guaranteed not to leak air, meat or water, the Perfected "BUFFALO" Stuffer cuts operating costs tremendously.

The moment the air pressure is released, the piston drops instantly and very rapidly of its own weight. No pressure is necessary to draw it down!

Think of the saving in time, labor, air pressure and power! All stuffer troubles are

eliminated, for this strong, sturdy, quality-built machine not only means freedom from repair bills, but life-time satisfactory service in use.

It will pay you to investigate this marvelous machine. If you are having any stuffer troubles, or are interested in new stuffing equipment, write us or inquire of your supply dealer.

JOHN E. SMITH'S SONS CO., 50 Broadway, Buffalo, N. Y., U. S. A.

"BUFFALO"

The only Perfected AIR STUFFER

THE NATIONAL PROVISIONER

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

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Chicago and New York, September 10, 1927

No. 11

Packers to Discuss "Meeting the New Competition"

Theme of the Annual Convention of Institute of American Meat Packers To Be Held at Chicago in October

A timely theme has been chosen for the 1927 Packers' Convention. It is "Meeting the New Competition."

The entire program will be devoted to this subject. Practically every department of the packing business will be covered.

A tentative outline program for its Twenty-Second Annual Convention has been announced by the Institute of American Meat Packers. The convention will be held October 24 to 26 at the new Hotel Stevens, Chicago. Sectional meetings for departmental heads will be held on Friday and Saturday, October 21 and 22.

The program, as thus far developed, is given here. The speakers will be competently-informed men from the packing industry and outstanding men from other industries.

These men will describe "The New Competition" and endeavor to analyze and answer the questions it presents.

Outline of the Program.

The first regular convention session will be held Monday morning, October 24. The program for this session includes the annual President's address, reports of the Executive Vice-President and the Treasurer, appointment of convention committees, and the awarding of Gold and Silver Jubilee buttons to veteran employees.

A convention luncheon will follow the session.

At the meeting on Monday afternoon, at which Thomas E. Wilson, Chairman of the Institute Plan Commission, will preside, the subject will be "Meeting the New Competition in Manufacture."

The speakers will cover production of raw materials, operations, research and development, and organization and personnel.

A dinner dance will be held Monday evening in the grand ball room of the Stevens Hotel for packers and their families.

Themes for Second Day.

The Tuesday morning session will open with an address by a prominent leader in the packing industry on "The New Competition in the Packing Industry." The program for the remainder of the morning will be devoted to this new competition as it affects Accounting and Finance.

Buying, Marketing, and Advertising will be linked with the general theme at the Tuesday afternoon session. The talks will cover modern purchasing, changing methods in domestic marketing, the new competition abroad, and advertising.

Packers' Convention Number

Every year the entire industry watches for the annual Packers' Convention Number of THE NATIONAL PROVISIONER, reporting the annual meeting of the Institute of American Meat Packers and its attendant features.

This big Convention Number is a report, a picture gallery, and an industry year book all in one.

The convention dates this year are October 24-26. The place is Chicago and the headquarters are at the new Hotel Stevens.

The date of the Packers' Convention Number is October 29. You get your story "right off the griddle."

Orders for extra copies of this issue, and advertisements to appear in it, should be placed at once. Address THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

Wednesday will be devoted to attendance of the Fourth Public Conference on Education and Industry, a bright feature of recent conventions, which again is to be held under the joint auspices of the University of Chicago and the Institute.

Widely known leaders of important industries are being invited to speak at the conference. The programs of the previous conferences have had a wide appeal and the addresses have been unusually interesting and valuable. It is expected that the fourth conference will be equal in every way to its predecessors.

The annual banquet will be held Wednesday evening at the Palmer House, and the theater party for the ladies is to be held the same evening. The names of the banquet speakers and the show which the ladies will attend are still to be announced.

Valuable Sectional Meetings.

Practically every department head will find a Sectional Meeting expressly designed for his interest. Ten such meetings will be held on the two days preceding the convention, October 21 and 22.

On Friday morning, just before the individual sections meet, there will be a joint meeting of all sections, at which an address will be given by one of the country's foremost business authorities.

This gathering will be followed by meetings of the Operating and Traffic sections. The Engineering and Construction, Purchasing, Sales and Advertising, Live Stock, and Scientific sections will meet Friday afternoon.

Meetings are scheduled on Saturday morning for the Accounting and Industrial Education sections. A second meeting of the Scientific section also will be held at that time.

At these meetings, as well as in the

general convention sessions, "The New Competition" will be the theme. Subjects of timely, practical value are being chosen and programs well worth the time of every department head are assured. The details of the programs will be announced soon.

The Stevens Hotel already is receiving advance room registrations from packers who are coming to the convention. The Stevens, which is the largest hotel in the world, opened quite recently and has met with instant popularity in Chicago. Its 3,000 rooms offer ample and reasonable accommodations for all who come to the convention.

The Program in Detail.

The tentative detailed program follows, the names of the speakers to be announced soon:

Monday, October 24.

Subject: "Meeting the New Competition."

General Session I, 10 a. m. Presiding: Oscar G. Mayer, President.

1. Address of the President.
2. Appointment of Convention Committees.
3. Report of the Executive Vice-President.
4. Report of the Treasurer.
5. Awarding of Gold and Silver Buttons.

Luncheon, 12:30.

General Session II, 2:00 p. m. Presiding: Thomas E. Wilson, Chairman, Institute Plan Commission.

"MEETING THE NEW COMPETITION IN MANUFACTURE."

1. Production of Raw Materials.
2. Operations.
3. Research and Development.
4. Organization and Personnel.

Dinner Dance.

7:30 p. m., Grand Ball Room, Hotel Stevens.

Tuesday, October 25.

General Session III, 10 a. m. Presiding: John J. Felin, Vice-President.

Address: "The New Competition in the Packing Industry."

Discussion: "Meeting the New Competition in Accounting and Finance."

1. Cost Control Through Accounting.
2. Budgeting Future Operations.
3. Trends in Industrial Finance.

Luncheon, 12:30 p. m.

General Session IV, 2:00 p. m. Discussion: "Meeting the New Competition in Buying, Marketing and Advertising."

1. Modern Purchasing.
2. Changing Methods in Domestic Marketing.
3. The New Competition Abroad.
4. Advertising.

Luncheon, 12:30 p. m.

General Session IV, 2:00 p. m. Discussion: "Meeting the New Competition in Buying, Marketing and Advertising."

Fourth Public Conference on Education and Industry. Held under the joint auspices of the University of Chicago and the Institute of American Meat Packers.

Annual Dinner.

7:30 p. m., Grand Ball Room, The Palmer House.

Theatre Party for Ladies.

8:15 p. m. Attraction to be announced.

Departmental Meetings.

Tentative schedule of Sectional (Departmental) Meetings.

Subject: "Meeting the New Competition."

October 21, Hotel Stevens.

8:30 a. m.-9:30 a. m. Registration (No one will be admitted until registered).

9:30 a. m.-10:15 a. m. Joint Meeting of all sections. Address: "The New Competition."

10:30 a. m.-12:30 p. m. Sectional (Departmental) Meetings:

Operating Section.—R. F. Eagle, Presiding Chairman; H. J. Koenig, Program Chairman.

Traffic Section.—J. W. Robb, Presiding

Chairman; George A. Blair, Program Chairman.

1:30 p. m.-2:30 p. m. Registration.

2:30 p. m.-4:30 p. m. Sectional (Departmental) Meetings:

Engineering and Construction Section.—Allen McKenzie, Presiding Chairman; H. P. Henschien, Program Chairman.

Purchasing Section.—John G. Hormel, Presiding Chairman; Joseph B. Rogers, Program Chairman.

Sales and Advertising Section.—F. W. Keigher, Presiding Chairman; F. G. Duffield, George R. Cain, W. F. Courtney.

Scientific Section.—W. D. Richardson, Presiding Chairman; L. M. Tolman, Program Chairman.

Live Stock Section.—E. N. Wentworth, Chairman.

October 22, Hotel Stevens.

8:30 a. m.-9:30 a. m. Registration (No one will be admitted until registered).

10:30 a. m.-12:30 p. m. Sectional (Departmental) Meetings.

Accounting Section.—J. H. Bliss, Presiding Chairman; L. B. Dorr, Program Chairman.

Industrial Education Section.

Scientific Section.—W. D. Richardson, Presiding Chairman; L. M. Tolman, Program Chairman.

PACKER REVIVES PONY EXPRESS.

In contrast to rivalry to annihilate time by speedy methods of transportation, such as steam, motor car and airplane, a Wyoming meat packer attracted nationwide attention recently by reviving the ancient method of Western transportation—the pony express—in carrying an invitation to President Coolidge to attend the famous Frontier Day celebration at Cheyenne.

An invitation to the President, inscribed on calfskin, was delivered by Governor Emerson of Wyoming to packer "Butch" Bell, who rode his cow pony up the steps of the Wyoming capitol building to receive it. Bell made the first ten miles of the relay, and 26 other riders followed him in covering the old Cheyenne-Deadwood stage route between Cheyenne and Rapid City, S. D., where the President made his summer headquarters. As a contrast Governor Emerson made the trip by airplane to present the calfskin invitation in person.

John "Butch" Bell is head of the successful Bell Packing Co. of Cheyenne, where he operates a strictly modern packing plant.

DEATH OF J. W. VAUGHAN.

Jay W. Vaughan, president of the Vaughan Company, Chicago, machinery manufacturers, died suddenly on August 31 in Detroit while on his way for a fishing trip in Canada. Death was due to heart trouble. He leaves a widow and one son, Gordon, a graduate of Harvard. The home is in Evanston. The body was taken to Charlotte, Mich., for burial.

Mr. Vaughan was in his 61st year and was widely known as the inventor of the Vaughan electric meat cutter, which is universally used throughout the meat trade. The vice-president and general manager of the company, A. C. Schueren, was just boarding a steamer in New York for a foreign trip when he received the news of Mr. Vaughan's death, and returned immediately to the West.

Mr. Schueren has succeeded Mr. Vaughan as president of the company, and N. Ehlen has been elected treasurer.



A PACKER COW-PUNCHER.

John "Butch" Bell, owner of the Bell Packing Co., Cheyenne, Wyo., who rode the first ten miles of the relay from Cheyenne to Rapid City, S. D.



CALFSKIN INVITATION TO "CAL."

This is the invitation to President Coolidge to visit the Frontier Day Celebration at Cheyenne, which was carried to him in the Black Hills by pony express.

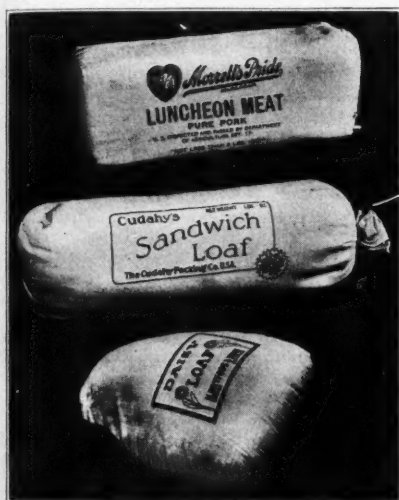
New Types of Meat Containers

Cloth Bags for a Wide Variety of Meat Products Another Step Forward in Meat Merchandising

The meat packing industry is coming to appreciate more and more that some time, thought and study can be given advantageously to devise better ways and means to merchandise meat and meat products.

Production and plant problems have taken so much time that the selling side has not received the attention that might profitably have been given to it.

One effect of this has been that manufacturers of other foodstuffs—some of which are direct competitors of some of the products of the meat packing industry—have advanced beyond the packer in advertising and merchandising methods. And the



MEAT SPECIALTIES IN BAGS.

In one case the end of the bag is closed by tying. The ends of the other two bags are sewed. Note the individuality given to the product by this method of packing.

meat industry has lost some markets and has suffered to some extent as a direct result.

Attention Given to Packaging.

One of the outstanding developments in the new methods of merchandising foodstuffs are the efforts manufacturers have made to standardize the quality, size and appearance of their products and containers, and to get the products to the consumer in neat attractive packages which retain the flavor and goodness of the foods.

In the opinion of many engaged in the merchandising of meats and meat products, the meat packing industry will do well to continue to exert efforts to follow methods proved so successful by other food manufacturers.

Some progress has been made in this direction by meat packers in merchandising

sliced bacon, sausage meat, pork sausage, lard, oleomargarine and a few other products. But some meats and meat products are of such a nature that they cannot be handled in any other manner than in bulk.

Many Available Types of Packages.

There have been available for the packer in the past fiber containers of various sizes and shapes, cans, paper boxes and transparent papers in which to pack and wrap meat products. These have served the needs very well, and no doubt will continue to do so. But they could not be used for some meats which might be put up in a more attractive manner and protected better than has been the practice in the past.

The possibilities along this line have recently been extended further by the development of a new type of container for meats and meat products which could not conveniently be put up in any type of package heretofore available.

This new container is a cotton bag. It is made of closely woven material of different weights, and can be made in any size or shape desired by the packer to hold practically any kind of meat. But it is particularly adapted for ham, shoulders, bacon, and a large variety of cooked meats, sausage and specialties.

A Cotton Bag Container.

Many advantages are claimed for this style of container from a merchandising and production standpoint. The fact that it can be made in any size or shape makes it possible for the packer using them to adopt an individual and distinctive size and shape and to better standardize his

products. The bag might thus be made an aid to purchasers in identifying any firm's meats and would, in time, have considerable advertising and merchandising value. If it is not desired to change the size or shape of any particular meat product, the bag may be made to fit the product.

Among the other merchandising advantages claimed for this type of bag is that it gets the meat to the retailer in a clean and sanitary condition, and preserves the flavor and color. It is also said that it



BAGS FOR SMOKED MEATS.

Labels may be pasted on the containers or the bags can be printed with any designs and colors during manufacture. This type of container for meats can be had in any shape or size desired.

prevents the entrance of skippers and other insects and excludes foreign odors of all kinds. The material used may be tightly woven, so that there is little possibility that dust and dirt entering the package through the cloth.

The bags can be printed in any colors during manufacture.

For meats containing considerable fat, such as pork sausage, a special bag may be made. This may contain a liner of parchment paper which is heavy enough to prevent any grease discoloring the bag and spoiling its appearance.

Cost of Packing Lowered.

Because the bags for any particular product are uniform in size, it is claimed that through their use it is possible to make a considerable saving in labor in the packing room. The packing process is reduced to slipping the meat into the bag and closing the end by tying or sewing. Further, because any message or trademark can be printed on the bag at the time it is manufactured, there is no labor cost for affixing labels.

Some of the meats which can be packed to advantage in the cotton bag are bologna, cervelat, farmer sausage, fresh sausage, meat, ham, shoulders, bacon, liver sausage, luncheon meats, pork roll, sandwich loaf, and other smoked meats and summer sausage.

How Many People Know?

That pork is as digestible as chicken?

That pork is more digestible than turkey?

That the bread in a sandwich becomes more nutritious when eaten with ham or other meat?

That boiled ham contains more protein than any other pork cut.

That ham and eggs or bacon and eggs are rich in vitamin A and vitamin B, both so essential for proper nutrition.

That in addition to the vitamins, ham and eggs contain fat, protein, minerals, and other desirable food constituents.

The U. S. Department of Agriculture has proved these points in a series of scientific experiments covering more than 10 years.

European Trade Outlook Conditions in Continental Countries Not Especially Favorable

(Staff Correspondence of The National Provisioner.)

Hamburg, August 22, 1927.

Exports of North American packing-house products, especially meat and bacon, to Germany are bound to diminish this year.

Hog prices here have gone down over 20 per cent, and every month an importation of 10,000 tons of frozen beef free of duty takes place. On the other hand, the duty on other meats has been raised from 21 to 32 marks per 100 kilos, which is about 3½¢ per American pound.

It is expected that German hog prices will rise during the coming fall, as it does not pay the farmer to sell hogs at 60 marks per 50 kilos when feed is high. A great many hog raisers have reduced their stock of pigs.

At the same time the buying power of the German population has been reduced by the enormous government taxes and the payments under the reparations plan. For example, the owner of an apartment house built before 1915 has to pay to the

government 43 per cent of all the rents which his tenants pay him. He is not allowed to raise these rents over 10 per cent of what the apartment rented for before 1915.

The big excess of German imports over exports will probably bring hundreds of thousands of Germans into greater poverty.

Also Affects Casings Trade.

The effect of this situation on the meat business is seen in the casing business also. Prices for sheep casings in Germany are low, and prices for the next standard casing, beef middles, are going down from month to month.

Cattle prices in Germany are high for best quality, being 62 marks per 50 kilos live weight, which is equivalent to 13½¢ per American pound. This is another proof that the prices for choice cattle in a country are not affected by imports of frozen or chilled beef.

The opening of the United States market to Argentine beef is only a question of time, according to some observers.

Highest Living Cost in Norway.

Of all European countries the cost of living is dearest in Norway. Wages are from \$24 to \$30 a week. Shops open at 9:00 to 9:30 a. m. and close at 5 p. m. On Saturday they close from noon to Monday morning at 10:00 a. m. In a good hotel they charge from \$2.50 to \$4.00 a

night. For breakfast coffee, bread, butter and one egg cost 80c, with tip and tax. A foreign letter stamp costs 10c. It takes at least three days before you can take possession of foreign goods.

Duties for meat and casings are alike. It costs 150 crowns of \$38 for each tierce of foreign casings.

Cattle and hogs are not of prime quality in Norway, but are the dearest in all Europe. There is no foreign competition on account of the customs tariff.

No foreign workman is allowed to settle down in Norway. All shipbuilding wharves are closed because the Swedish builders construct ships 25 per cent cheaper than they do in Norway.

It is not unusual to see sidewalks in the Norwegian capital 100 yards long without any paving. The workmen are very slow, and it costs a lot of money to repair the sidewalks.

HIGH PRICE FOR BABY BEEF.

A top price of \$16.00 per hundredweight was paid by Wilson & Co. for an 850 lb. baby beef steer sold in the third auction of club calves held so far this year at the Chicago Union Stock Yards under the auspices of the International Livestock Exposition. The calves in this third sale numbered 77 head, and brought an average price of \$13.70 per hundredweight.

A lot of fancy beef is available during the current weeks as a result of the marketing of calves fed and exhibited at the county, state and local fairs by agricultural club boys and girls.

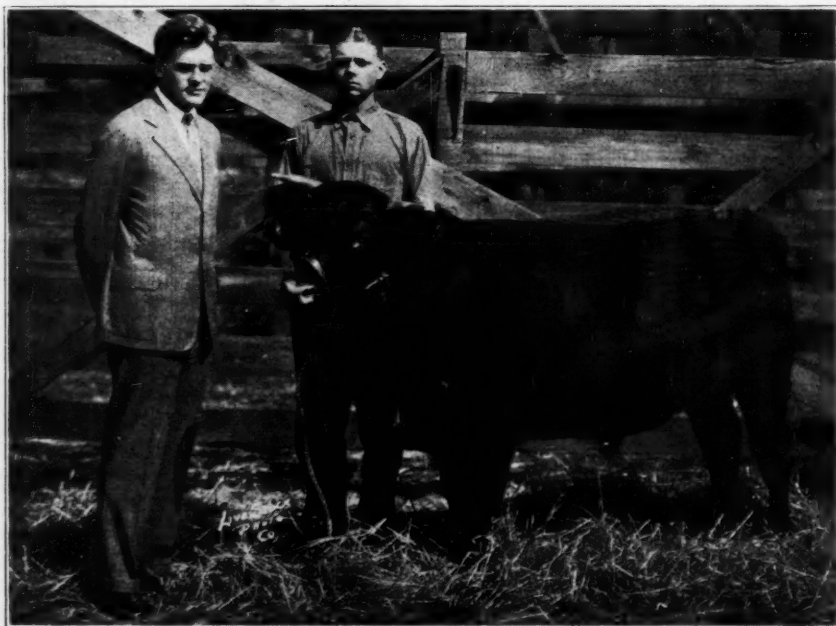
At the Iowa State Fair, held during the first week of September, a total of 408 fancy calves were auctioned off to the packers and some others who wished to serve fancy beef at special functions. These calves brought approximately \$50,000, the average price paid being \$14.85 per hundredweight.

John Morrell & Company, Ottumwa, Iowa, was the heaviest buyer, taking 150 calves, including a pair of Angus calves for the Biggar Provision Company, at Corning, Iowa, to be served at a farmers' union picnic. Swift & Company was the next heaviest buyer, taking 128 head. T. M. Sinclair & Company, of Cedar Rapids, Iowa, bought 69 head, the Iowa Packing Company at Des Moines 25, the Rath Packing Company at Waterloo, Iowa, 23, and a Des Moines butcher 8.

The top of the sale was \$18.00, paid by the Iowa Milling Company of Cedar Rapids. They plan to give this steer a further feed and exhibit him at the International Livestock Exposition in Chicago in the late fall.

What is probably a record price this year was paid at the Ohio State Fair auction of fancy cattle, when a first prize load averaging 966½ lbs. topped the sale at \$19.25. They were bought by the David Davies Packing Co. of Columbus, Ohio.

The second prize lot, averaging 973 lbs., were sold to Wilson & Co. at \$15.25 per hundredweight.



A PRIZE WINNING BABY BEEF STEER.

Top baby beef in third auction of club calves held at the Chicago Union Stock Yards, August 30, 1927, under the auspices of the International Live Stock Exposition. Purchased by Wilson & Co. for \$16.00 cwt., weight 850 lbs. Grand champion Sangamon County club show, first prize Shorthorn in club class and champion Shorthorn steer in open class at Illinois State Fair. Fed by Albert Dozier, Pawnee, Ill.

Edward Wilson, livestock buyer and son of Thomas E. Wilson, president of Wilson & Co., stands at the steer's head, with the young feeder at his left.

SWENSON EVAPORATORS-

*The Recognized Standard
for Animal By-Product Liquors*

Swenson Evaporator Company (Subsidiary of Whiting Corporation) HARVEY, ILL. (Chicago Suburb)

Our Experiment Station at Ann Arbor is equipped to make tests on a problems involving evaporation, crystallization, heat transfer, etc., at commercial scale (under the direction of Prof. W. L. Badger) on a moderate charge.

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This will aid us in obtaining proper service for you from the Post Office.

No Room for Unfit Retailer

Lack of adequate merchandising training in the retail field is believed to be the reason why so many retailers have passed out of the picture with the coming of the chain store and its efficient methods of operation.

The rapidly increasing number of chain stores in all parts of the country, and the inroads they have made on the business of the independent retailer, does not mean that this new competition cannot be met successfully by the retailer, a credit leader recently pointed out.

The properly trained independent merchant can successfully compete with the local unit of the best organized and man-

aged chain store system in existence, he said. The indifferently run retail establishment cannot be expected to live and make a living in the face of chain store competition.

"We cannot regard the rise of the chain store in our business economy without recognizing the defensive attitude in which this colossus has placed the old-time merchant," he adds. "It has brought about changes of a significant character in methods of distribution to consumers and has forced many merchants out of business, but in so doing it has brought out in a strong light the lack of adequate merchandising training in the retail field."

He recognizes the fact that the merchandising field is greatly overcrowded. A large number of retailers who never learned to conduct their business properly are now reaping a harvest of weeds from the tares sown in the days when there seemed to be no urgent need for training.

It is generally recognized that there are too many retailers, the inefficient ones being a liability on those more efficient.

Perhaps in no other line is there better opportunity for the independent retailer than in the meat business. But he must combine the efficiency of the chain store system with the advantage of personal supervision and leadership. The result of competition in this field, as in all others, is the survival of the fittest.

Trucking Hogs to Market

Automobile trucks are playing an increasingly important part in the transportation of livestock to market. At a number of the principal markets large additional facilities have been provided for the unloading of cattle, hogs and sheep from trucks.

The truck receipts of animals have shown an enormous increase in the past five years. At the Omaha market, for example, there were 360,702 hogs trucked in in the year 1923, 526,095 in 1926, and in the first eight months of 1927 the total number of hogs trucked to that market was 555,793.

During August a new record was made at that market, when nearly one-third of the receipts of hogs came in trucks. In addition to the hogs trucked in during August, this market received from trucks 12,886 cattle, 3,513 calves and 15,524 sheep, all of which showed a large increase over the same month of 1926.

Omaha is only one of the many markets to which livestock are trucked. An increasing number of producers within a radius of 50 to 100 miles of market are using this means of transporting their

animals. It has many advantages for them and for the packer, although from the latter standpoint there are some improvements yet to be made in the proper loading and handling of hogs to avoid damaged carcasses.

When animals are trucked in it is possible to load them on the farm in the cool of the evening or nights, and drive to market during the night or early morning, thus avoiding exposure to the hot sun and the losses which are too frequent when animals are overheated.

The packer has one important objection to trucked hogs, but it is one that can be overcome by a little care on the part of producers when loading the animals. Not infrequently a hog gets down, others lie over him, and the legs are spread, resulting in bruised hams.

This cannot be detected until the hog is slaughtered, chilled and cut up. A campaign of education on the part of packers among producers within a trucking radius of given markets would go a long way toward overcoming this condition.

The practice of trucking livestock to market is bound to increase by leaps and bounds. It is an economical and practical method, especially for the producer who markets in less than car lots.

Beef in the Movies

Steers are generally thought of as finding their only usefulness in the production of meat. But with the advent of the motion picture they are finding a new field of activity.

These animals performed an important part in the historical film entitled "The Covered Wagon." The story of the blazing of the Oregon trail could never have been told without the use of cattle as beasts of burden as well as producers of meat.

Now 500 Mexican steers which have been on feed in the Imperial Valley of California have been commandeered for the use of a well-known film star in a new motion picture. This is a South American cattle picture wherein South American cowboys or "gauchos" and the Mexican steers will play an important part.

A hurry call was sent out for these cattle and a record made in bringing them from the pastures to the studio lots. The cattle were loaded one afternoon, arrived at the Los Angeles stock yards early the following morning, were hustled into trucks, and all of them were on the motion picture lots shortly after noon of the next day, to act as motion picture "extras" before they are transformed into beef.

PRACTICAL POINTS FOR THE TRADE

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Making Bologna Sausage

Bologna sausage is a cooked meat specialty popular at all seasons of the year and with all classes of the trade. A good, tasty bologna will always sell, but a bologna that has little or no meat flavor seldom commands a lasting patronage.

It pays to make a quality product. A first-class bologna will command a better price and result in repeat orders, while a low-grade product will do little to increase the sausage business.

Following is a good formula with directions for the manufacture of quality bologna. Sausage manufacturers who want to increase their bologna business can well afford to try it out and watch for results.

Meats:

90 lbs. boneless bullmeat
30 lbs. pork cheek meat
30 lbs. pork trimmings, reasonably lean

150 lbs.

Seasoning:

45 oz. salt
8 oz. granulated sugar
3 oz. saltpetre
12 oz. white pepper
3 oz. ground allspice
3 oz. coriander seed
¼ oz. garlic

Directions for making the various sizes of this product are given below:

Long Bologna.—Grind bull beef and pork cheeks through fine plate of hasher, and pork trimmings through ¼-in. plate. Then put bull meat and pork cheeks in silent cutter and chop for about three minutes. Add pork trimmings and chop about two minutes additional. This makes a total of five minutes chopping time, during which enough ice water is to be used to keep the meats cool.

Seasoning may be added in either chopper or mixer, preferably in the chopper. Then put the chopped meats in the mixer, and mix thoroughly for about three minutes.

Stuff in beef middles 18 inches long; positively none under 12 inches. Tie with 3-ply silver sail twine, knotting the twine to hang on the smoke sticks.

Smoke at 120 degs. for one hour, or until the sausage is thoroughly dry; then gradually raise to 150 degs. or 155 degs. for 2 hours, or until thoroughly smoked. Cook 30 to 45 minutes, depending on size of casing, at a temperature of 155 to 160 deg. F.

When cooked spray with cold water for about 8 minutes, or until sausage is well cooled. Hang in natural temperatures, avoiding draft, for 2 to 3 hours, to partially chill. Then put in cooler at 45 to 50 degs. to chill before packing.

Large Bologna.—Use same meat and spice formula and handle the same throughout to the stuffing bench.

Stuff in beef bungs, cut 18 inches long, tied at one end with 3-ply silver sail twine, puncturing casings thoroughly to let out the air. Tie with double 3-ply silver sail twine and wrap with No. 36 medium seine twine, using a slip hitch knot about 3 inches apart. Knot the twine to hang on the smoke sticks.

Smoke about 1 hour at 120 to 125 degs. F., or until sausage is thoroughly dry; then gradually raise to 150 to 155 degs. for 2½ to 3 hours, according to size of casing. If product shows air on coming out of smoke, puncture the casings before and after cooking.

Cook for 2½ to 3 hours, according to size of casing, at 160 deg. F. When cooked, rinse with hot water to remove grease. Then spray with cold water for 8 to 10 minutes, or until sausage is well cooled. Hang in natural temperatures, avoiding draft, for 2 to 3 hours to partially chill. Then take to cooler to chill before packing.

Round Bologna.—Use same meat and spice formula as before, and handle same throughout to the stuffing bench.

Stuff in beef rounds that have been cut 16 inches long and tied at one end with 3-ply silver sail twine, leaving one end of the twine long enough to tie the other end of the sausage, forming a ring. Puncture casings thoroughly.

Smoke at 115 to 120 degs. F. for 1 hour, or until sausage is thoroughly dry; then gradually raise to 150 to 155 degs. for 1½ hours, or until thoroughly smoked.

Cook 25 to 30 minutes, according to size of casings, at 165 degs. F.

Spray in cold water for 7 to 8 minutes, or until sausage is well cooled. Then hang in natural temperatures, avoiding draft,

for about 2 hours to partially chill. Hang in cooler at 45 to 50 degs. to chill before packing.

Important Instructions.—Be sure smoking instructions are followed to the letter. If smoked at too high a temperature the product will show excessive shrinkage. Shrinkage in smoke should not exceed 9 per cent.

See that the casings are stuffed full and firm, as it improves the appearance of the sausage, as well as reducing the casing cost.

If meats are cured ahead, figure salt, sugar and saltpetre accordingly.

Freezer for Surplus Meats

An Eastern packer wants to build a freezer in which to store product during times of surplus, and asks for some information regarding the building of this freezer. He says:

Editor The National Provisioner:

We want to build a freezer to store our hams and other product in during times of surplus. In the past our practice has been to send product to cold storage, but we have a fine cooler in our plant which could be turned into a freezer.

Can you help us on the following points:

1. What thickness of cork is needed on the side walls?
2. What thickness on floors and ceilings?
3. What proportion of 2 in. pipe to the cubic feet of air space?
4. What temperature must the cooler be when hams are first placed in same?
5. What temperature should be kept after the hams are stored for a week or two, or after the cold has penetrated to the center of the tierces?

Please inform us regarding any other points we have failed to mention, as we are anxious to start construction.

The packer who wishes to build a freezer—or rather, to convert a cooler into a freezer—will need

- 6 inches of cork on the side walls,
- 6 inches on floors and ceilings,
- 1 foot of pipe to 8 cubic feet of air space.

When hams are put in the freezer it should be at 5 degs. below zero. After being frozen the hams can then be stored in a room held at 15 degs. above zero. It is customary to have two freezing rooms, one for the actual freezing and the other for storing.

Six-inch cork walls are considered advisable if the walls are not exposed to outside temperatures. Upon interior walls insufficient insulation will result in damp walls on the warm side. This will cause trouble, no matter for what the warmer room is used.

The inquirer asks what temperature the freezer should be after the cold has penetrated to the center of the tierces. If he refers to the storing of the cured product, this should be carried in a freezer at 10 to 15 degs. In tierces the product is not actually frozen. The cold merely retards the curing.

The more common practice is to freeze the product green and then thaw out and cure as needed. It is the green product that is placed in a freezer at 5 degs. below zero.

Sausage Spoilage

Do you have trouble with the color of your sausage?

Does it show green rings or gray spots?

Mould IN sausage is caused by poor materials or careless handling. Mould ON sausage is a surface condition and can be prevented by proper handling.

THE NATIONAL PROVISIONER has made a reprint of its information on "Sausage Spoilage." It may be had by subscribers by filling out and sending in the following coupon, accompanied by a 2c stamp:

The National Provisioner:
Old Colony Bldg., Chicago, Ill.
Please send me reprint on "Sausage Spoilage."

Name
Street
City

Enclosed find a 2c stamp.

Quality Tallow and Grease

A Western renderer asks how to manufacture the best quality tallow and grease.

He outlines the material available for rendering and asks for the right practice to get good results. He says:

Editor The National Provisioner:

We are using the wet system of rendering, having two sanitary rendering tanks and one common side opening tank. We use a press and evaporators.

Our raw product consists of about 1500 lbs. of butcher pick-up and 5 to 10 horses and cattle per day, besides hogs; according to the season, the quantity of product rendered varies from 500 lbs to 2,000 lbs. per day.

We want to get all out of this product we can and the best quality greases.

We have dryers and make tankage and want to have this product first class, also.

In order to manufacture the best grease and tankage, the raw product of a rendering plant should be handled as fast as possible.

Unless the dead stock used are in bad shape, this renderer should have a first-rate product. The entrails should be put through a ripper and washed to remove all undigested food.

After rendering the grease should be carefully settled to remove all moisture and fine tankage. This is very important.

When barrelling, the bottom of the tank should not be drawn off into the barrels but returned to the next tank rendered.

The tankage should be pressed hot in thin cakes and the pressure built up gradually to 2,000 lbs. gauge. Pressings should be kept hot, skimmed, and the skimmings placed in the next tank rendered.

The press water should be mixed with the regular tank water.

The stick from the tank water should be mixed with the wet pressed tankage in the dryer and dried. The stick builds up the ammonia content of the tankage, and stick up to 40 per cent of the weight of the tankage can be added to the tankage. The mixing of the tankage and stick should be done carefully.

The product should be dried to 10 per cent moisture.

If these general directions are followed, this renderer should be able to make a good grade of grease and tankage.

Labor in Small Plant

What are the labor requirements in a small cattle and hog killing plant, and what are each man's duties, the plant being equipped with all modern machinery?

A Southern packer raises these questions. He says:

Editor The National Provisioner:

Will you please answer the following questions as accurately as you can under the circumstances?

Using two killing beds and all modern equipment, how many ordinary men would be required to dress 12 cattle per hour, clean casings, tripe, handle offal, hides, etc.?

The cattle would run approximately 40 per cent canner cows, 30 per cent butcher cows, 10 per cent bulls and 20 per cent heavy vealers. The cattle would be mixed in every day's kill.

How many hogs would the same number of men necessary for cattle slaughtering slaughter in one hour, using all modern equipment.

If not too much trouble, try to explain every man's duty in cattle slaughtering as needed to handle this amount of work per hour.

Your prompt reply will be greatly appreciated.

It is rather difficult to say definitely what the labor requirements are in a small,

well-equipped plant for killing 12 cattle per hour or 96 cattle per day of 8 hours.

Following is the approximate number of men required and the duties of each:

2 men—knocker, shackler, sticker, scalper, cut heads off.

1 man—leg skinner, leg breaker, dropper, pull weasands.

1 man—floorsman, brisket sawyer, hanger-off.

2 men—rumper, tail puller, backer, gut snatcher, neck dropper.

1 man—tail sawyer, splitter, neck chopper.

1 man—scribe, bruise trimmer, washer, wiper.

1 man—neck pins, stamper, scaler, push into cooler.

1 laborer for general work and keeping floor cleaned up.

1 man running casings, stripping beef middles and bungs.

1 man fattening middles and bungs.

1 man running casing machines.

1 man testing, grading and salting.

1 man trimming plucks and putting hearts, livers, etc., into cooler.

1 man trimming heads and handling tongues.

1 man handling, pecks, paunches, rennets, etc.

1 man looking after hides with additional help after killing to salt hides.

A total of 18 men.

These same men could probably be so set as to kill 75 hogs an hour.

Scales and Profits

How much do your scales and scalers cost you every year?

Are your scales accurate and of the proper capacity—your scalers conscientious and well-trained?

Do you keep your scales operating within certain narrow "tolerances"?

Scales and their operators play a big part in your profit or loss for the year!

Reprints have been made of six articles which have appeared in THE NATIONAL PROVISIONER on "Weighing in the Meat Plant." In them the selection of scales, training of scalers and the troublesome question of tolerances are discussed. Other articles are to follow.

They may be had by subscribers by filling out and sending in the attached coupon, together with 25c in stamps.

The National Provisioner.

Old Colony Bldg., Chicago.

Please send me the reprints on "Weighing in the Meat Plant."

Name

Street

City..... State.....

Enclosed find 25c in stamps.

Brands & Trade Marks

In this column from week to week will be published trade-mark applications of interest to readers of THE NATIONAL PROVISIONER which are pending in the United States Patent Office.

Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly by parties interested in preventing such registration.

Those under the head of "Trade Marks Granted" have been registered, and are now the property of the applicants.

TRADE MARK APPLICATIONS.

Atlantic Lard Co., Chicago, Ill. For Hydrogenated vegetable oil. Trade Mark: HYDROL. Application serial No. 249,884. Claims use since May 14, 1927.

HYDROL

The Procter and Gamble Co., Cincinnati, Ohio. For cottonseed oil for cooking, salads, etc. Trade Mark: PURITAN. Application serial No. 249,489. Claims use since Oct. 27, 1909.

Louis Meyer Co., Brooklyn, N. Y. For imported style frankfurters, frankfurter style sausage, pork with jelly, lamb tongue, bacon and other meat products. Trade Mark: The letters L M with the word "Meyer's" superimposed thereon. Application serial No. 250,182. Claims use since Nov. 1, 1923.

John Morrell & Co., Ottumwa, Ia. For lard, hams, bacon and shoulders. Trade Mark: THREE PIGS. Application serial No. 246,411. Claims use since 1893.

Chas. Hollenbach, Chicago, Ill. For meat roll. Trade Mark: 314 in black letters. Application serial No. 250,452. Claims use since May 19, 1927.

Chas. Hollenbach, Chicago, Ill. For meat roll. Trade Mark: 314 in outline letters. Application serial No. 250,453. Claims use since May 19, 1927.

Swift & Company, Chicago, Ill. For sausage. Trade Mark: Picture of Washington's home at Mount Vernon and the words "Mount VERNON" in a scroll design. Claims use since Jan. 27, 1927.

John Morrell & Co., Ottumwa, Ia. For hams, bacon, shoulders and lard. Trade Mark: MORRELL'S. Claims use since 1888.

FLOOD LIVESTOCK LOSSES.

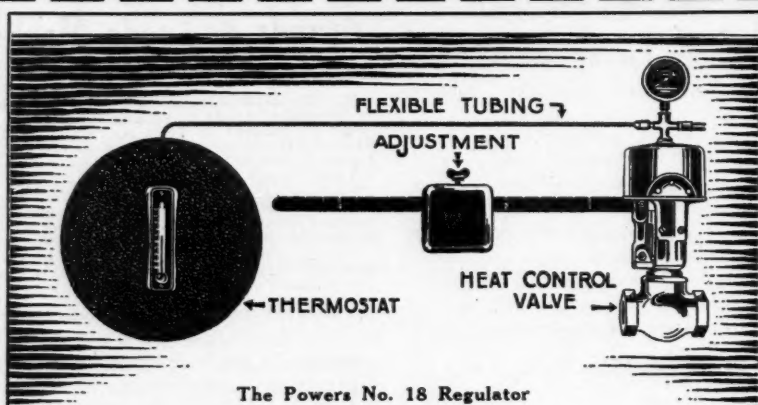
More than 225,000 horses, mules, cattle and hogs were lost in the Mississippi River flood area which covered 4,417,500 acres in 124 counties or parishes in six states, according to the U. S. Department of Agriculture. Livestock losses included 25,325 horses and mules; 50,490 cattle; 148,110 swine; and 1,300 sheep.

Arkansas lost 9,250 horses and mules; 7,100 head were lost in Louisiana; 7,375 in Mississippi; 1,000 in Missouri, and 600 in Tennessee.

Cattle losses in Arkansas were 21,060; 19,630 were lost in Louisiana; 9,000 in Mississippi, and 800 in Tennessee. Of swine, 66,590 were lost in Arkansas; 55,930 in Louisiana; 22,690 in Missouri, and 2,900 in Tennessee.

There were heavy losses of poultry in Missouri, and considerable loss of swine in that State, but no estimates are given.

Do you use this page to get your questions answered?



Keeps Temperature at Right Point all the Time

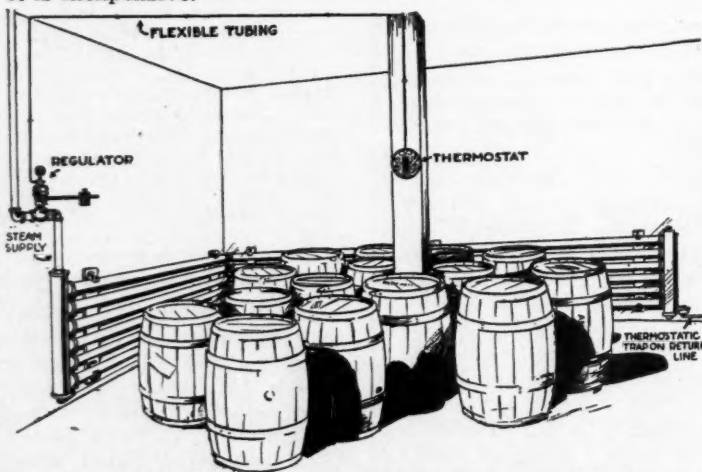
No Compressed Air Supply Required

**Eliminates losses caused by overheating
Saves Labor—and 15 to 48% of Steam**

This Automatic Temperature Regulator is used in Thawing Rooms, Storage Rooms, Offices, Work Rooms, and Warehouses.

It is self operating, requires no compressed air supply. It is capable of good general control between the limits of 60° and 120° F., where such control can be obtained by the operation of a single valve regulating the heat supply to the room. The control of this valve is gradual.

It is easy to install, very simple, **ACCURATE**, dependable, and rugged. It will give excellent service for many years without repairs of any kind. And, as the prices below indicate, it is inexpensive.



The Powers Regulator Co., 2725 Greenview Avenue, Chicago
36 years of specialization in temperature control. Offices in 36 cities.
Gentlemen:

Please send me a Powers No. 18 Regulator, the size I have checked below. I want to test it 30 days with the understanding I can return it if I do not think it will be a good investment.

Regulator and Valve Complete with 50 Feet of Flexible Tubing

Size	1/2"	3/4"	1"	1 1/4"	1 1/2"	2"	2 1/2"	3"	3 1/2"	4"
Price Low Pressure.....	\$50	\$55	\$60	\$65	\$70					
Price High Pressure.....	\$60	\$65	\$70	\$75	\$80	\$90	\$125	\$145	\$175	\$185

State kind of heating system.....

Firm

Individual

Address 3812-A

TRADE GLEANINGS.

The Frost cotton oil mill, Frost, Tex., was damaged by fire recently. The loss is estimated at \$5,000.

The Fowler & Staub Packing Co., Kansas City, Kan., has added a 16-ton refrigerating machine to its equipment.

The George Joeppe Co., Inc., Worcester, Mass., sausage manufacturers, have installed a new 20-ton refrigerating machine.

The K. & B. Packing & Provision Co. has installed new equipment, including a refrigerating machine, at its branch in Estes Park, Colo.

The W. S. Sausage Co., Madison, Wis., has been incorporated with a capital stock of \$25,000. E. J. Willette, S. T. Shane and Joseph Macke are the incorporators.

Honey Grove Cotton Oil Co., Honey Grove, Tex., has been incorporated. J. C. Saunders and J. L. Rogers are the incorporators. The capital stock is \$75,000.

Electra Cotton Seed Products Co., Electra, Tex., has been incorporated with a capital stock of \$25,000. Edward Schlafke, R. B. McGee and W. M. Austin are the incorporators.

Trent Mills, Inc., Pollocksville, N. C., manufacturers of cottonseed products, are rebuilding the plant recently destroyed by fire. Contracts for new equipment have been placed.

J. J. Rourke, dealer in wholesale beef, Providence, R. I., has installed an 8-ton refrigerating machine in his building at 319 Canal street, and a 4-ton machine in his building at 261 Canal street.

A permit has been granted to the Alaska Cold Storage & Trading Co. to dispose of a portion of its stock in California. John Froskland, Los Angeles, Calif., heads the company, which will operate a cold storage plant in Unalakleet, Alaska, for reindeer meat.

George B. Drummond, manager of the Armour and Company plant at Fargo, N. D., has resigned and C. E. Sheehy, formerly plant superintendent at Sioux City, Ia., has succeeded him. Mr. Sheehy was at the Sioux City plant for three years, prior to which time he was plant superintendent at Spokane, Wash., for four years.

The organization of the Arctic Transport Co., which will operate a fleet of three large ships along the Behring Sea and Arctic coasts in connection with the development of the Alaska reindeer industry, has been completed. The new company is a subsidiary of the Lomen Reindeer Corporation, which is planning to market dressed and canned reindeer meat on a large scale.

FINK & SONS PROFIT RISES.

A. Fink & Sons, Inc., Newark, N. J., report net sales of \$3,132,028 for the six months ended July 2, compared with \$3,172,501 for the same period last year, and a gross profit of \$332,260 against \$276,643.

Net profit after all expenses, including depreciation reserve, was \$108,034 available for interest, taxes and dividends, an increase of 37 per cent over the net profit of \$78,759 for the same period last year.

ISSUES FOLDER ON CORKBOARD.

The results of a test to determine the rate of heat flow through corkboard insulation, together with interesting information on the methods by which cork is harvested and corkboard manufactured, is contained in a four-page folder recently issued and distributed by the Luse-Stevenson Co., 307 N. Michigan Ave., Chicago, Ill.

A number of illustrations showing harvesting, manufacturing and shipping scenes in and near the factory in Spain are also shown.

A Page for the Packer Salesman

Can Make Money on Hams When Dealers Found Out How to Sell There Was No Trouble

During the recent Ham and Bacon Campaign one smart packer salesman took advantage of what he read in THE NATIONAL PROVISIONER to make his part of the campaign a big success.

It was easy. All he did was to show the retailer that he could sell ham at a profit.

Simple, wasn't it?

How many packer salesmen tried it? How many try it in their weekly efforts to do business? It works as well any week in the year.

This packer salesman took THE NATIONAL PROVISIONER'S "Packer Salesmen's Page" with him on his rounds, showing the retailers the article on "A Good Way to Sell Hams," with diagram of cuts and method. His customers saw the point, and his business jumped right away.

This salesman apparently has the secret of successful meat salesmanship. Read his letter:

New York, Aug. 18.

Editor THE NATIONAL PROVISIONER:

The "Packer Salesman's Page" of THE PROVISIONER is without exception the most interesting and beneficial bit of news that I have ever read.

Week after week, as I have been reading the experiences of other packer salesmen, I have compared them with some of my own.

Finally I came to the conclusion that we all run into the same obstacles, such as "Your hams are too fat," "You don't give them the proper trim," "You smoke them too heavy," "You don't smoke them enough," "I can't sell whole hams," "Your bacon does not run uniform," etc.

There was a time that I believed all of these things were true, until I found out that the salesmen employed by competitive concerns were getting the same line of talk.

So, finally realizing that the retailers were just making up excuses to get rid of me, I decided to forget the excuses, and utilize some of the fine suggestions printed in THE NATIONAL PROVISIONER.

Showed Them the Profit In It.

I started out at the beginning of this week with but one thought in mind: "Show the retailers that they are making a good profit on hams."

There are no accounts on my territory that I know of who are in business for pleasure. So therefore the only thing that interests them is selling merchandise at a fair profit.

In a recent issue of THE NATIONAL PROVISIONER, on the "Packer Salesman's Page," there is an item head-lined as follows: "A good way to sell hams. No shanks or butts to sell at a loss."

I took the whole sheet with me, and as

DIDJA EVER NOTICE THAT
BUSINESS TURNS UP FOR THE
GUY THAT DIGS
IT UP?



HE KNOWS THE SECRET.

every part of a ham was figured out so accurately, it was a simple matter to convince about 75% of my customers that they were making close to 25% on each ham they sold, with the result that I almost doubled my business so far this week.

Last but not least, we must not forget the wonderful display work done by the Institute of American Meat Packers. In every market that I find campaign material being shown, I make it a point to compliment the proprietor on his co-operation, and thereby create a feeling of good fellowship between the packers and retailers. Yours for a successful campaign.

OTTO R. KAMPER.

F. A. Ferris & Co.

PRICES AND QUALITY.

The salesman who can sell meats only on the basis of price has not learned all there is to know about salesmanship.

Many customers will ask the price as soon as the salesman makes his errand known.

They automatically do this to compare the products offered with an inferior grade.

Price means nothing unless the value is established.

The wise salesman sells his product first, then quotes prices.

By doing this he reverses the thinking of the customer; he sells instead of taking orders.

A CHAMPION ANYWAY.

Butcher: "My son, the one that used to help me in the shop here—he's gone in for boxing. Won a championship, too!"

Customer: "Ay, I remember him. I suppose he won the light-weight championship."

A Word to the Salesman

Don't spoil your tonnage showing, Mr. Salesman, by wasting too much time on collections.

Line up your customers so your check will be waiting for you.

It is your job to educate your dealers. If you have done your part, most of them will do theirs.

Let the "other salesman" waste his time on dealers who are poor pay. Your time is too valuable.

Remember, your employer knows that the most successful salesman is also the best collector.

How I Sold Ham and Bacon

By A. E. DITTY

I knew to start with that I had as good as there was on the market. I also knew that the price was in line with other quality goods. I knew that almost everybody likes good ham and bacon.

Then it was up to me to convince the merchant that ham and bacon was a good leader.

I showed him that it was good business to put a special sale on ham and bacon, because when he sold a ham or a strip of bacon it was a profitable sale. It was a business item that added dignity and prestige to his business.

The Whole Ham Argument.

I pointed out to the merchant that sales of ham meant several dollars, and a ham could be sold just as easily as a pound of pork chops.

I also pointed out that if a merchant could get a customer started buying a whole ham at one time, probably that customer would repeat, and that it was a nice business for a merchant to sell a ham and a strip of bacon, instead of selling in a small way.

I showed him that it was a boost to his business to have a special sale on ham and bacon, because the profit was satisfactory and the customer appreciated it.

The Value of Advertising.

I started out in dead earnest to make sure that every merchant I called on would be enlisted in the advertising features of this campaign, and in order to enlist him I waited for an opportunity to get his ear at the right time.

I lost no time in putting stickers on everything that would go into the customer's kitchen.

I especially worked on the clerks in the store, and got them all enthused. I made a personal appeal to them to help me, and they did!

And I got results. My sales reports show that.

Any salesman can do it if he wants to.

Yours for business,

A. E. DITTY.

Neuhoff Packing Co.

IMPROMPTU.

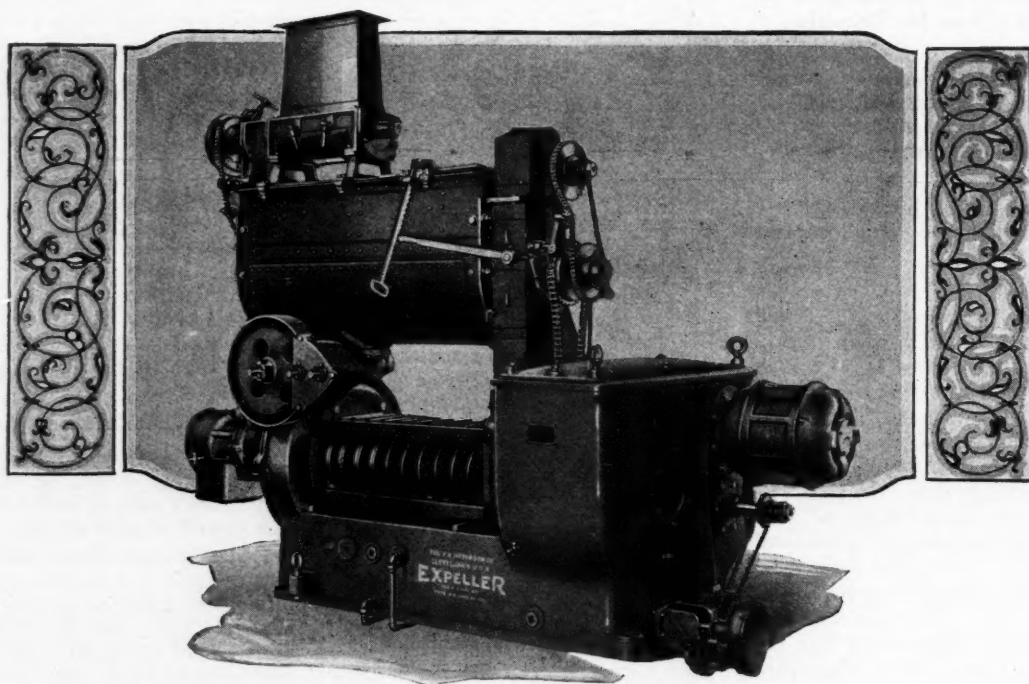
The office boy accosted the boss with the petition, "I want to get the afternoon off to go to my grandmother's funeral."

"That's not the way to ask," replied the boss. "Sit here at the desk and I will show you how."

He went from the room and returned, saying: "Please, Mr. Smith, may I go to the game this afternoon?"

"Sure," said Billy, "here is fifty cents for a ticket."

THE NEW ANDERSON R. B. EXPELLER



Produces a Greater Percentage of Cracklings Containing on an Average 7% Fat

WE couldn't begin to enumerate all the big improvements in the New Anderson R. B. Expeller. Space won't allow us. But after two years' testing we know that this machine will make you many savings and increase your profits to a point that will make it well worth your while to install it.

For example, a new adjustable choke eliminates the old cone point with its expensive replace-

ments. All parts are accessible in one-fourth the time of the old machine. Equipped throughout with roller bearings running in oil. Magnetic removal of metal from cracklings. These are but a few of the economy points.

We want you to investigate this new Expeller. Find out how much you could save by its use. Learn how much easier it is to operate. Get the details. Just send in the coupon below. There's no obligation attached.

THE V. D. ANDERSON COMPANY

THE V. D. ANDERSON CO.,
1946 West 96th St., Cleveland, Ohio

Gentlemen:

Please send complete details on the new Anderson R. B. Expeller.

Firm Name

Attention of

Address

State



1946 WEST
96th STREET
CLEVELAND

PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Market Steady—Trading Quiet—Hog Movement Fair—Packing Good—Exports Moderate.

The developments in the market the past week have not had much influence on prices. Quotations are fractionally lower, with some evidence of pressure on January lard, but the movement and demand for stuff is at present not sufficiently pronounced to affect values.

The hog movement continues about the same as last year, and packing for the past week was just about the same as last year. The total figures were 435,000 hogs against 420,000 hogs a year ago. The summer season packing to date has been 16,390,000 hogs against 15,381,000 hogs a year ago.

The report on the total stocks of product at the leading interior points came in for a considerable amount of discussion. The total lard stock decreased in round figures 2,000,000 lbs. for the month, but were 25,000,000 lbs. more than last year. The Chicago stock decreased 5,000,000 lbs. in other kinds of lard, but increased 2,000,000 lbs. in prime steam lard. Of the total stock of 127,797,000 lbs. at the leading points, 93,820,000 lbs. were at Chicago.

The decrease in the Chicago lard stocks was net only about 3,000,000 lbs. although there had been estimates of a possible decrease of over 10,000,000 lbs. The total stock of lard at the leading points is approximately two months' consumption. With the present packing and production of lard, the export demand is not sufficiently large to make a decrease of stocks.

Meat Stocks Smaller.

The figures on meat stocks showed a decrease of 18,000,000 lbs. for the month, but with the total 55,000,000 lbs. in excess of last year. Of the total of 302,000,000 lbs. of meat reported, 132,000,000 lbs. are at Chicago. Last year at this time, out of the total of 243,000,000 lbs., 103,000,000 lbs. were at Chicago.

The average price of hogs has improved considerably from the low point of the season and shows a good gain during the week, bringing the hog-corn ratio onto a more satisfactory basis than it has been at any time for several months. Weather conditions have been quite favorable so that the Government weekly weather report on corn was fairly satisfactory and the corn was reported as making quite good progress in a good many sections. It was again frankly admitted, however, that it will take favorable weather during the month of September to put corn safe from frost in a large section of the belt.

Export interest in the market has ruled rather quiet. European bids are only in moderate amounts. This is no change from the conditions that have prevailed for a good many months and shows that the requirements abroad, both of fats and meats, are being quite largely supplied by their domestic production.

Quality of Hogs Good.

The quality of the hogs coming to market is showing but little change. Weights

are fairly well maintained a little under last year but not sufficient to prove the much talked of prediction that the relatively high price of corn would make for a liquidation of immature hogs and light weight hogs. The lard production is being maintained fairly well in proportion to the weights of the hogs being received and this is evidenced in the report of stocks.

The condition of January lard continues to attract much attention. The fact that it is selling at a premium over the old lard months is unusual. This situation is attributed by a good many to the belief that the high price of corn and the corn situation will make for higher hog prices and this in turn will have to be reflected in higher prices for lard.

The stocks of old lard are large, and while technically this is not important on the January delivery, yet the stock of lard will supply the consuming trade so that

the new lard may accumulate for delivery on the January contract.

Livestock Conditions Unchanged.

Reports on the livestock condition in the country are without important characteristics. Feed conditions have been good excepting in some localities in the Missouri and Ohio Valleys where the weather has been dry so much that it has delayed plowing for fall wheat seeding, and the pasturage conditions have been only moderately satisfactory. Elsewhere there have been few complaints.

Some export interests are watching the general feed conditions of Europe and America as an important factor to be considered. It is pointed out that the European corn crop is quite disappointing this year, that the hay crop in certain sections is turning out only moderately satisfactory, while the barley crop is short and the potato crop but little better than last year.

The Argentine has exported the bulk of her corn surplus. In the United States, the deficiency in corn and oats is important, while the estimates of a cotton crop of around 13,000,000 bales mean an available supply of cottonseed cake and cottonseed meal, possibly not more than 70 per cent of last year. With a possible flour production about the same as last year, the available amount of mill feed will be very slightly changed.

Domestic distribution of meat products appears to show very little change. The past year there has been a disappointing domestic disappearance of lard owing to relative price of cottonseed oil, but the demand for meats appears to have been maintained. Surveys of business conditions, while indicating some spots of slow trade, as a whole, do not reflect any general reaction, while car loadings the past week were the largest of the year. Easy money is certainly no handicap to business operations in any sections of the country.

PORK—The market was quiet but firm in the East, with mess, New York, quoted at \$32.00; family, \$38.00@40.00; fat backs, \$23.00@30.00. At Chicago, mess pork was quotable at \$29.00.

LARD—The market was very steady, with a little better demand in evidence. At New York, prime western was quoted at \$13.70@13.80; middle western, \$13.45@13.55; city, 13@13½¢; refined continent, 14¢; South America, 14½¢; Brazil kegs, 15½¢; compound, 12¾¢, carlots, and 13@13¾¢ less than cars.

At Chicago, regular lard in round lots was quoted at September price; loose lard, 70c under September; leaf lard, 70c under September.

BEEF—Demand was fair and the market firm at New York, with mess quoted at \$19.00@20.00; packet, \$17.00@19.00; family, \$21.00@23.00; extra India mess, \$34.00@36.00; No. 1 canned corned beef, \$2.50; No. 2, \$4.25; South America, \$12.75; pickled tongues, \$50.00@60.00 nominal.

SEE PAGE 37 FOR LATER MARKETS.

EUROPEAN PROVISION CABLES.

The market at Hamburg was firm, says J. E. Wrenn, American Trade Commissioner, Hamburg, Germany, in his weekly cable to the United States Department of Commerce. Receipts of lard for the week were 768 metric tons.

Arrivals of hogs at 20 of Germany's most important markets were 92,000, at a

The Trading Authority

Market prices based on actual transactions, and unbiased reports on the condition of the markets, are given each day by THE NATIONAL PROVISIONER'S DAILY MARKET SERVICE.

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the same week last year.

The Rotterdam market was strong, featured by increasing prices and a demand for animal fats exclusive of lard.

The market at Liverpool shows increasing prices.

The total of pigs bought in Ireland for bacon curing was 20,000 for the week.

The estimated slaughter of Danish hogs for the week ending Sept. 2, 1927, was 79,000.

HAMBURG.

Stock.	Demand.	Prices cents per lb.
Refined lard.....Med.	Med.	@ 14.97
Fat backs.....Lt.	Good	12.71@14.52
Frozen pork livers..Lt.	Good	@ 5.90
Extra oleo oil.....Med.	Med.	@ 14.97
Extra oleo stock.....Med.	Med.	@ 14.52
Lard, prime steam.		
terces.....Med.	Med.	*

ROTTERDAM.

Extra neutral lard..Lt.	Med.	15.02@15.47
Refined lard.....Med.	Good	@ 14.38
Extra oleo oil.....Exh.	V. Good	14.50@15.29
Prime oleo oil.....Lt.	Med.	13.83
Extra oleo stock.....Exh.	V. Good	14.38@14.92
Extra premier jus..Med.	Good	@ 9.10
Prime premier jus..Med.	Good	@ 8.92

LIVERPOOL.

Hams, AC light.....Med.	Good	22.57@23.87
Hams, AC heavy.....Med.	Good	22.57@23.87
Hams, long cut.....Med.	Good	22.57@23.87
Cumberland, light..Lt.	Med.	19.10@19.53
Cumberland, heavy..Med.	Med.	19.10@19.53
American Wiltshires..Med.		
Square shoulders.....Med.	Med.	15.62@16.06
Picnics.....Med.	Med.	17.30@18.23
Clear bellies.....Med.	Med.	19.53@20.40
Refined lard boxes..Hvy.	Med.	@ 14.54

Imp.—Improving; Exh.—Exhausted; *—Not quoted.

LIVERPOOL MEAT STOCKS.

Stocks of meats in Liverpool, England, on Sept. 1, 1927, according to a cablegram to the U. S. Department of Commerce, were as follows:

Bacon, lbs.	30,688,000
Hams, A. C., lbs.	5,600,000
Shoulders, lbs.	1,568,000
Lard, prime, steam, lbs.	1,568,000
Lard, refined, lbs.	448,000

CANADIAN STORAGE HOLDINGS.

Cold storage holdings of meats in Canada on August 1, 1927, with comparisons, are reported by the U. S. Department of Commerce as follows:

	Aug. 1, 1927.	Aug. 1, 1926.
Pork, lbs.	37,268,220	34,206,230
Lard, lbs.	5,358,296	6,002,379
Beef, lbs.	8,645,066	7,328,557
Veal, lbs.	1,248,868	1,073,963
Mutton and lamb, lbs.	702,050	514,370

CANADIAN MEAT EXPORTS.

Exports of meat from Canada during July, 1927, with comparisons, as reported to the U. S. Department of Commerce, were as follows:

	July, 1927.	July, 1926.
Beef, fresh, lbs.	3,514,800	1,412,400
Bacon and hams, lbs.	5,594,400	6,988,600
Pickled pork, lbs.	226,000	211,460
Other meats, lbs.	730,000	892,300
Mutton and lamb, fresh, lbs.	50,200	9,200
Pork, fresh, lbs.	364,400	470,100
D. S. pork, lbs.	914,400	631,500
Pickled beef, lbs.	569,600	106,400
Lard, lbs.	767,300	396,700
Lard compound, lbs.	235,700	57,800



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**\$300⁰⁰
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TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW—A strong situation continued the feature in the tallow market in the East, with buyers forced at last to come up to 8½¢ for extra New York. Sales of only about 50 drums were reported. Offerings continued light and firmly held, and the market still appeared to be one where producers were delivering goods against old sales made at much lower levels. Buyers were reluctant in following the advance, but there was no stuff on the market. Some of the close observers, who have been correct of late, were still looking for better levels.

Other oils and greases remained strong and the firm tone in tallow in the West was reported unabated. At New York, special was quoted at 7½¢; extra, 8½¢; edible, 8½¢ nominal.

At Chicago, the situation continues firm with no particular selling pressure, while a good demand continued at Cincinnati and other centers. At Chicago, edible was quoted at 9¼¢@9½¢; fancy, 8½¢; prime packer, 8¼¢; No. 1, 7½¢@7¾¢; No. 2 at 6½¢.

At the London Auction on Wednesday, Sept. 7, some 1,480 casks were offered and 1,238 sold at advances of 1 to 1½s over the previous week. Mutton was quoted at 36s 3d@38s, beef, 36s@40s; mixed, 34s 6d to 36s. At Liverpool, Australian tallow was unchanged during the week, with fine quoted at 35s 9d, and good mixed at 34s 7½d.

STEARINE—While demand was quieter the past week, the undertone was firm, with offerings light and well held. At New York, oleo was quoted at 11½¢@11¾¢. At Chicago, stearine was quiet but firm, with oleo quoted at 11¢.

OLEO OIL—The market was irregular, but generally offerings were limited and demand quiet. At New York, extra was quoted at 14¾¢; prime, 13¢; lower grades, 11¢@11¼¢, according to quality. At Chicago, extra was quiet but firm at 13¼¢.

SEE PAGE 37 FOR LATER MARKETS.

LARD OIL—The market was firmer with a fair demand and strength in raw materials. At New York, edible was quoted at 16¢; extra winter, 12½¢; extra, 11¼¢; extra No. 1, 11¼¢; No. 1, 10½¢; No. 2, 10½¢.

NEATSFOOT OIL—A better demand from consumers with a strong market in raw materials made for a firmer tone. At New York, pure was quoted at 15½¢; extra, 11½¢; No. 1, 10½¢; cold test, 18¢.

GREASES—While a moderate trade, more or less nominal conditions were reported. There was no pressure on the market and offerings were firmly held, owing to strength in tallow and other competing quarters, and owing to an impression that consumers stocks are not overabundant. Buyers however, continued to take hold apparently only as required, while demand for the better greases in the east was quite moderate.

At New York, choice yellow was quoted at 6¼¢ asked; A white, 7½¢; B white, 7¼¢; choice white, 8¼¢.

At Chicago, good inquiries for white grease for export were reported, with sellers firm throughout the list. At Chicago, brown was quoted at 6½¢@6¾¢; yellow, 7¢@7¼¢; B white, 7¼¢; A white, 8¢@8¼¢; choice white, all hog, 8½¢@8¾¢.

EASTERN FERTILIZER MARKET.

(Special Report to The National Provisioner.)

New York, Sept. 8, 1927—Materials, such as tankage and blood, are being offered in such limited quantities that no trading of any consequence is being done. Fertilizer buyers are unwilling to pay present prices, and any material fit for feeding is going out in that direction.

South American ground dried blood, after selling at \$4.50 c.i.f., is now held at \$4.55 to \$4.65 for September-October shipment.

South American fertilizer tankage is offered at \$4.50 and 10¢ c.i.f. for the same shipment.

Bonemeal, both raw and steamed, continues in good demand and a little higher prices are being asked in some quarters.

With the vacation period about at an end more activity is looked for in the trade.

MEAT SUPPLIES IN AUGUST.

August receipts of hogs at Chicago—608,763 head—were the largest for that month in four years. Increased receipts of hogs over those of a year ago were shown at all of the principal markets except Kansas City, Sioux City and St. Paul.

Chicago, St. Louis and St. Joseph had increased receipts of cattle, but all other markets showed a sharp decline. Receipts of range cattle at Chicago were the smallest for the month, with one exception, in 33 years.

Sheep receipts showed an increase at Chicago, Kansas City and Sioux City, but at the other markets were well under those of a year ago.

Receipts by markets for the month are as follows:

	Cattle and calves.	Hogs.	Sheep.
Chicago	324,858	608,763	363,980
Omaha	129,500	246,700	338,800
Kansas City	287,308	130,807	152,720
St. Louis	180,017	313,984	74,083
St. Joseph	66,957	121,158	97,642
St. Paul	133,057	117,143	40,940
Sioux City	61,990	175,608	26,305

The average weight of hogs for the month at most markets was the heaviest of the year. At Sioux City hogs averaged 286 lbs. and at Omaha 280, the latter being the highest record for August at that market. Chicago hogs averaged 253 lbs., Kansas City, 227, St. Paul, 261, and St. Joseph, 248 lbs.

CANADIAN MEAT IMPORTS.

Imports of meat and lard into Canada during July, 1927, with comparisons, as reported to the U. S. Department of Commerce, were as follows:

	July, 1927.	July, 1926.
Beef, fresh, lbs.	30,063	94,079
Mutton and lamb, fresh, chilled or frozen, lbs.	258,194	215,070
Pork, fresh, lbs.	183,265	60,389
Other meats, fresh, lbs.	6,595	9,436
Bacon and hams, lbs.	406,201	78,519
Beef, pickled, lbs.	11,638	18,219
Dried or smoked meats, lbs.	9,710	8,649
Pickled pork, lbs.	541,638	513,467
D. S. pork, lbs.	85,654	181,794
Sausage, lbs.	39,508	30,632
Other meats, salted, lbs.	8,456	5,705
Lard, lbs.	65,756	5,596
Lard compounds, lbs.	134,382	9,076

Packinghouse By-Products

Chicago, September 8, 1927.

Blood.

The market is strong and offerings are not plentiful.

Unit Ammonia.

Ground and unground.....\$4.75@5.00

Digester Hog Tankage Materials.

The market is easier and trading light. Bulk of high grade material is holding firm.

Unit Ammonia.

Ground, 11½ to 12% ammonia.....@3.25
Ground, 6 to 8% ammonia.....5.00@5.20
Unground, 11 to 13% ammonia.....5.20@5.25
Unground, 6 to 10% ammonia.....@4.75
Liquid stick, 7 to 11% ammonia.....@3.75

Fertilizer Materials.

Offerings are extremely scarce and trading slow. The market is strong on all ammoniates.

Unit Ammonia.

High grade, ground, 10-11% ammonia.....@3.50
Lower grade, ground & ungrd. 6-9% am.. 2.90@3.20
Hoof meal.....3.00@3.15

Bone Meals.

A good demand features the bone meals market, with supplies short.

Per Ton.

Raw bone meal.....\$32.00@35.00
Steam, ground.....30.00@35.00
Steam, unground.....26.00@34.00

Cracklings.

Offerings and business unchanged and quiet.

Per Ton.

Hd. prod. & exp. ungrd., per unit protein.\$ 1.30@ 1.40
Soft pressed pork, ac. grease and quality.85.00@90.00
Soft pressed beef, ac. grease and quality.50.00@55.00

Horns, Bones and Hoofs.

This market remains quiet, as it has been for the past few weeks.

Per Ton.

Horns.....\$50.00@175.00
Round shin bones.....45.00@ 50.00
Flat shin bones.....42.00@ 45.00
Thigh, blade and buttock bones.....40.00@ 45.00
Cattle hoofs.....33.00@ 35.00
(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Gelatine and Glue Stocks.

A brisk demand continues for cattle jaws, skulls and knuckles.

Per Ton.

Kip and calf stock.....\$32.00@42.00
Rejected manufacturing bones.....45.00@47.50
Horn piths.....39.00@41.00
Cattle jaws, skulls and knuckles.....39.00@40.00
Sinews, pizzles and hide trimmings.....27.00@29.00

Animal Hair.

This market continues very quiet, as it has been for the past several weeks, with little interest being shown. There is a good demand for switches.

Per Pound.

Coil and field dried.....2½@3¢
Processed grey.....4@7½¢
Black dyed.....5@8¢
Cattle switches, each*.....4@5¢
*According to count.

Pig Skins.

Market for strips, scrap and trimmings dull. Demand for No. 1 strips is good.

Per Pound.

Tanner grades.....7¼@ 8¢
Edible grades, unassorted.....@ 4½¢

THE KENTUCKY CHEMICAL MFG. CO., Inc.
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Buyers of Beef and Pork Cracklings
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Send at once for full particulars

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CHANGES IN TRADING RULES.

To the Membership:

Texas Cotton Seed Crushers' Association.

As an index and assistance to you in locating changes made in our 1927-28 book of rules, as adopted by the Galveston convention in June, you will find changes have been made in the following rules:

Constitution and By-laws.

Article V—Rewritten.

Sec. 3—Article 1 rewritten.

Sec. 7—Article 2 rewritten.

Rules.

Rule No. 1—Paragraph added.

Rule No. 6, 50, 51, 52, 53—Rewritten.

Rule No. 54 and 55—Changed to No. 55 and 56.

Rule No. 54—New rule adopted.

Rule No. 91—Changed to No. 92.

Rule No. 91—New rule adopted.

Rule No. 92 and 101—Changed to 93 and 102.

Rule No. 101—New rule adopted.

Rule No. 102 and 103—Changed to No. 103 and 104.

Rule No. 130 to 136 inclusive—Rewritten.

Rule No. 142—Rewritten.

Rule No. 143—Should be corrected, adding comma and word "Protein" after word "Ammonia" in first line.

Rule No. 176 and 178—Rewritten.

Rule No. 195-6-7 and 8—Changed to read 194-5-6-7.

Rule No. 198—New rule adopted.

Rule No. 232-233-244 and 261—Rewritten.

Rule No. 264—New rule adopted.

Rule No. 270-A—Sec. 3 added.

Rule No. 270-B—Sec. 2 rewritten.

Rule No. 272—Secs. 1, 2, 3, 4, 5, and 7 rewritten.

Rule No. 277—Sec. 2 rewritten.

Rule No. 280-284-295 and 306—Rewritten.

Rule No. 307—Changed to read 308.

Rule No. 307—New rule adopted.

We suggest you look these changes over carefully, bearing in mind that supplement No. 1, pink sheet, effective Sept. 1st, make changes in rules No. 92, 103-106-262-263 and 271 as now printed.

Yours very truly,
GEO. H. BENNETT,
Secretary.

SEEKS NEW COTTONSEED USES.

What is expected to be one of the most important moves to advance the cotton industry, is the newly planned effort of the Interstate Cottonseed Crushers' Association to find additional uses for cotton seed.

A definite program of basic research has been launched by the association, with Dr. E. P. Clark, Charleston, S. C., chemist in charge.

Leaving out the value of cotton lint, cotton seed is now adding annually \$500,000,000 to the nation's wealth. Not so long ago it was a waste product.

Dr. Andrew M. Soule, president of the State College of Agriculture, Athens, Ga., predicts that eventually cotton seed will contribute \$1,000,000,000 to the wealth of the country.

COCOANUT OIL IMPORTS.

During June, 1927, 21,305,467 lbs. of coconut oil, valued at \$1,632,994 were imported into the United States, according to the U. S. Bureau of Foreign and Domestic Commerce. During the same period 28,323,612 lbs. of copra, valued at \$1,255,020 were imported.

JULY MARGARINE PRODUCTION.

Production of margarine during July, 1927, as reported by margarine manufacturers to the U. S. Department of Commerce, was as follows:

	July, 1927.	July, 1926.
Uncolored margarine, lbs.	15,992,506	14,416,223
Colored margarine, lbs.	961,520	643,603
Total, lbs.	16,954,026	15,060,126

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St. Louis, U. S. A.

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Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

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A quality product good for steady business

HAMMOND'S
Mistletoe
MARGARINE

Chicago

VEGETABLE OILS

WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association

Trade Large—New Buying Absorbed Realizing Cash Demand Good—Futures at New Highs—Crude Tight—Cotton Crop Report Awaited—Lard Steady.

Cottonseed oil futures on the New York Produce Exchange the past week continued to enjoy a broad outside trade and a large daily turnover, with every evidence of growing trade and speculative interest. Conditions continue such in actual oil and with the growing cotton crop that new buying appeared in volume on small setbacks. Although heavy realizing and considerable evening up developed before the Government cotton crop report, the market, nevertheless, went into new high ground for the season and held within a few points of the highs, awaiting the Government figures.

Considerable uncertainty was in evidence as to what the report might show, and the impression generally prevailed that for the long pull, anything under 13,000,000 bales would prove bullish, while figures above 13,000,000 bales would at least have a temporary depressing influence.

Houses with southern connections were free buyers the early part of the week, only to sell on the upturns. This selling was absorbed by free western buying and Wall Street takings, but before the report the west was a liberal seller for profits. The local element were operating on both sides and were mixed in their views, with some of the leading traders bearish, while others were bullish and still others were keeping close to shore and evening up every day at the close.

Market Shows Considerable Activity.

Commission house liquidation in September and October was in evidence, but local cash handlers absorbed the September selling, while shorts were the buyers in October. September rallied to 11½¢ going to a premium of 10 or 15 points over October after selling at a discount of fully ½¢ a pound on liquidation before delivery day. Incidentally there was a disposition to expect that October will

widen its discount materially under the later deliveries on liquidation, before or on tenders, and narrow its discount after the tenders have been taken care of later in the month.

Refiners were on both sides of the market, but in a moderate way, and on the whole appeared to have bought on balance, as new hedge pressure was noticeably light.

Seed and Crude Prices Higher.

One of the outstanding developments during the week was advancing seed and crude prices. In the Delta, seed advanced to \$44.00 per ton, while crude oil sold at

9¾¢ in a limited way in all sections, a new high on the crop, with that figure bid by practically all those concerned, and with mills holding for 10¢.

The crude situation was such that there appeared to be more buyers than sellers at the moment. This led to contentions in several directions, that it will be Thanksgiving day, or later, before all of the crude oil holes are filled up. The latter, it is felt, will make for continued strength in the crude market, but some of the close observers feel that it will be the part of wisdom for the mills to market their oil on a scaleup at the present opportunity rather than hold for higher prices and lose their market should a decline set in.

Cash Demand Good.

Cash oil demand has been quite good during the week, particularly for store oil New York. This is an indication that it is easy to dispose of oil delivered on New York contracts when buyers are in the market. A leading factor, who stopped the bulk of the tenders of late, stated that he had disposed of all of his holdings and, in fact, bought 200 bbls. of store oil from a local trader that was taken in on September delivery. Store oil sold in New York at 11¢.

Interest from Eastport was better, due to a larger run of fish it was stated, and bids of 11½¢ Eastport, were reported turned down. Estimates on August consumption are running around 300,000 bbls. to slightly over that figure and indications are that the September consumption will prove rather large even though it is early in the month to begin to discount September distribution.

Corn Situation Better.

At the present time, the season in oil is getting along to the point where cotton is not the controlling factor. Any unusual developments in the South from now on unquestionably will have considerable influence, but the trade now has to take stock of the seed price, the movement of crude, and the question of consuming demand at advancing prices.

The lard situation cannot be ignored, nor can the recent reports indicating betterment in the corn crop outlook owing to better weather of late. Some contentions have been made of prospects of a corn crop as large as last season, and while this idea is not generally shared by the grain trade, nevertheless there is a general disposition to expect the Govern-

SOUTHERN MARKETS.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Sept. 8, 1927.—Today's bullish government report on cotton quickly advanced cotton oil about 1¢ per pound. With heavy buying orders for New Orleans cotton oil for December, January and March, there is no doubt but that we are in for a very bullish year for cotton oil. With very heavy ginnings there should be free offerings of crude during the next sixty to ninety days, as the sellers have been more numerous this week for the first time this season. Some decline from present highs seems likely, but traders are advising a long position in New Orleans oil for January, March and May at slightly under today's prices and on all declines, believing that when the mills finish their short crush in winter that spring months' oil will sell very high. More traders in cotton are switching from cotton on account of the heavy margin requirements.

Crude cotton oil, 10½¢, Valley; Texas, 10¢, with mills holding spot bleachable at about 11½¢. New Orleans trading is increasing.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Sept. 8, 1927.—Some crude sold this week as high as 9¾¢, but today, after the government report, 10½¢ is bid for Valley, with nothing coming out. Loose hulls, \$4.00, Memphis; and 41 per cent meal \$39.00, Memphis.

ASPEGREN & CO., Inc.

PRODUCE EXCHANGE BLDG.

NEW YORK CITY

BROKERS

REFINED COTTON SEED OIL CRUDE

ORDERS SOLICITED

TO BUY OR SELL PRIME SUMMER YELLOW COTTON SEED OIL ON
THE NEW YORK PRODUCE EXCHANGE FOR SPOT OR FUTURE DELIVERY

Standing the Test

IN the liquidation of the July position the New Orleans Refined Cotton Seed Oil Market has stood a severe test, and again proved itself to the satisfaction of all fair minded traders. It has met every test and not been found wanting.

The present stock of certificated oil in New Orleans is over ten million pounds.

Always Use YOUR Cotton Oil Market

The New Orleans Refined Cottonseed Oil Contract was established at the request of the cotton oil trade.

New Orleans Cotton Exchange

ment to raise the crop figures somewhat over the last estimate.

The Government report on cotton oil for August is due about the middle of next week. This document will also prove an important factor as it will tend to show the movement of new seed to the mills, as well as give the trade the latest figures on the visible stocks, even though the latter is unevenly distributed.

COTTONSEED OIL—Market transactions:

Friday, September 2, 1927.

	Range—	Closing—
Sales.	High. Low.	Bid. Asked.
Spot	1060 a	1125
Sept.	1070 a	1100
Oct.	5600 1101	1085 1099 a
Nov.	300 1130	1114 1130 a
Dec.	16000 1140	1120 1135 a 1131
Jan.	5800 1144	1124 1136 a 1035
Feb. ....	.....	1135 a 1148
Mar.	13600 1160	1145 1158 a 1156
April	100 1160	1160 a 1170

Total Sales, including switches, 4,100 bbls. P. Crude S. E. 9½ Bid.

Saturday, September 3, 1927.

	Range—	Closing—
Sales.	High. Low.	Bid. Asked.
Spot	1085 a	.....
Sept. ....	.....	1080 a 1100
Oct.	3700 1116	1093 1107 a
Nov.	600 1135	1125 1140 a 1145
Dec.	5300 1154	1134 1152 a 1151
Jan.	1500 1156	1147 1154 a
Feb. ....	.....	1155 a 1166
Mar.	6100 1172	1166 1172 a 1169
April ....	.....	1175 a 1190

Total Sales, including switches, 17,200 bbls. P. Crude S. E. 9½ Bid.

Monday, September 5, 1927.

HOLIDAY.

Tuesday, September 6, 1927.

	Range—	Closing—
Sales.	High. Low.	Bid. Asked.
Spot .....	.....	1095 a 1125
Sept.	100 1095	1095 a 1125
Oct.	2700 1114	1099 1106 a
Nov.	300 1148	1144 1148 a
Dec.	6900 1159	1149 1152 a 1158
Jan.	6200 1158	1151 1157 a
Feb. ....	.....	1165 a 1175
Mar.	7500 1180	1167 1176 a 1177
April	100 1183	1183 1182 a 1195

Total Sales, including switches, 23,800 bbls. P. Crude S. E. 9½@¾.

Wednesday, September 7, 1927.

	Range—	Closing—
Sales.	High. Low.	Bid. Asked.
Spot .....	.....	1100 a 1125
Sept.	1400 1125	1104 1106 a 1104
Oct.	1400 1111	1104 1106 a 1111
Nov.	900 1148	1143 1145 a 1143
Dec.	7100 1157	1150 1155 a 1156
Jan.	7800 1160	1152 1156 a
Feb. ....	.....	1160 a 1170
Mar.	10300 1182	1171 1175 a 1177
April	100 1190	1190 1180 a 1195

Total Sales, including switches, 29,000 bbls. P. Crude S. E. 9¼@10.

Thursday, September 8, 1927.

	Range—	Closing—
Sales.	High. Low.	Bid. Asked.
Spot .....	.....	1150 a
Sept. ....	.....	1165 a
Oct.	1240 1100	1166 a
Nov.	1227 1210	1205 a 1212
Dec.	1270 1143	1217 a
Jan.	1275 1142	1222 a
Feb.	1255 1151	1227 a 1231
Mar.	1270 1150	1236 a
April ....	.....	1240 a 1250

SEE PAGE 37 FOR LATER MARKETS.

COCONUT OIL—A limited volume of trade and a steady market was again reported in this quarter, with no particular feature to the trade. Strength in other oils is having influence, but liberal supplies, it is said, are against any sharp upturn. At New York, prices were quoted at 8¾@8½c, while the Pacific coast quoted 8¾c.

SOYA BEAN OIL—Demand was fair and the market firm. Reports indicate an excellent crop of soya beans in China this year. At New York, barrels were quoted at 12c. Pacific coast tanks are quoted at 9¾c.

CORN OIL—The market was quiet but firm following cotton oil, with last sales at 9½c, but mills are holding for 9¾c f. o. b.

PALM OIL—A firm situation was reported in this quarter, with primary offerings light and no pressure of spot oil on this market. At New York, Nigre spot was quoted at 7¼@7½c; shipment, 6½@7c. Lagos spot was quoted at 7¾c; shipment, 7¾c.

PALM KERNEL OIL—The market was reported very firm with a fair demand and limited offerings. At New York, spot drums were quoted at 9½c; spot casks, 9¼c; bulk oil, 8½c.

OLIVE OIL FOOTS—A fair demand

and a stronger market was the feature with spot, and nearby supplies, New York, held at 9½c. New crop foots are quoted at 8½c.

SESAME OIL—Market nominal.

PEANUT OIL—Market nominal.

COTTONSEED OIL—Spot demand has been good, and store oil stocks considerably reduced. Spot store oil sold at 11c New York. Crude oil sold at 9¾c in all sections, with that figure bid. Mills are asking 10c.

NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under federal inspection at New York City, N. Y., are officially reported for the week ending Sept. 3, 1927, with comparisons, as follows:

	Week ending Sept. 3.	Prev. week.	Cor. week, 1926.
West. dressed meats:			
Steers, carcasses...	7,920¼	7,763¼	7,362¼
Cows, carcasses...	356	363½	496
Bulls, carcasses...	120	150	111
Veals, carcasses...	9,900	7,230	7,939
Lambs, carcasses...	21,536	21,735	22,181
Mutton, carcasses...	2,951	2,794	5,149
Beef cuts, lbs...	153,453	130,976	296,137
Pork cuts, lbs...	787,402	686,453	901,676

Local slaughters:

Cattle	9,893	9,759	11,096
Calves	12,636	14,146	16,679
Hogs	47,905	42,656	37,312
Sheep	47,081	56,177	58,541

BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughters under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending Sept. 3, 1927, with comparisons:

	Week ending Sept. 3.	Prev. week.	Cor. week, 1926.
Western dressed meats:			
Steers, carcasses	2,494	2,581	3,558
Cows, carcasses	497	2,226	1,039
Bulls, carcasses	31	149	46
Veals, carcasses	1,582	1,192	1,150
Lambs, carcasses	13,841	11,095	13,088
Mutton, carcasses	546	277	284
Pork, lbs.	277,419	254,551	357,701

Local slaughters:

Cattle	1,491	1,278	1,792
Calves	1,421	1,206	1,238
Hogs	11,364	11,867	10,075
Sheep	5,006	4,900	7,530

PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending Sept. 3, 1927, with comparisons:

	Week ending Sept. 3.	Prev. week.	Cor. week, 1926.
Western dressed meats:			
Steers, carcasses	2,557	2,424	3,009
Cows, carcasses	916	1,154	698
Bulls, carcasses	308	313	87
Veals, carcasses	2,376	1,858	1,964
Lambs, carcasses	8,855	9,856	7,968
Mutton carcasses	1,569	701	1,410
Pork, lbs.	264,285	228,115	238,963

Local slaughters:

Cattle	1,865	1,807	2,815
Calves	2,805	1,999	3,304
Hogs	15,135	15,659	17,139
Sheep	4,343	7,383	7,517

How is cottonseed oil bleached? Ask "The Packer's Encyclopedia," the "blue book" of the industry.

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Marigold Cooking Oil
Jersey Butter Oil
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ALL VEGETABLE OILS

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COTTON OIL FUTURES

On the New York Produce Exchange

THE WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS.

Provisions.

Hog products were stronger the latter part of the week with hogs, the strength in cotton oil, active eastern buying of lard and covering by shorts. Packers were sellers on bulges, with profit taking checking upturns.

Cotton Seed Oil.

Cotton oil trading was at record levels, and the market made new highs, bulging 1@1½¢ on the government cotton estimate, on general buying and stop loss orders and reacting 70 points from highs on heavy realizing, some refiners' selling and professional pressure. Crude sold at 10½¢. Seed is reported to have advanced to \$45.00@50.00 per ton. Sentiment at these levels is well divided. Cotton weather has been favorable since the report was compiled. Present cotton estimates indicate an oil crush of 2,937,000 barrels against, 4,140,000 barrels last year.

Quotations on cottonseed oil at Friday noon were: September, \$11.55@11.80; October, 11.60@11.66; November, 12.05@12.12; December, 12.14; January, 12.12@12.16; February, 12.15@12.30; March, 12.29; April, 12.30@12.45.

Tallows and Greases.

Tallow market developed strength. Sales reported at 8½¢ and sales at 8½¢ delivered buyer's plant were rumored.

Stearine advanced and sold at 12¢. Greases advanced ¼¢@½¢. Choice yellow and house are quoted at 7¼¢@7½¢; A white, 7¾¢@8¢; B white, 7½¢. Choice white sold for export at 10½¢.

FRIDAY'S GENERAL MARKETS.

New York, Sept. 9, 1927.—Spot lard at New York: Prime western, \$14.10@14.20; middle western, \$13.80@13.90; city, \$13.25; refined continent, \$14.00; South American, \$14.00; Brazil kegs, \$15.50; compound, \$13.75.

HULL OIL MARKET.

Hull, England, Sept. 9, 1927.—(By Cable)—Refined cottonseed oil 39s; crude cottonseed oil 35s 3d.

COTTON OIL EXPORTS.

Exports of cottonseed oil from New York, Sept. 1, 1927, to Sept. 7, 1927, none.

ARGENTINE MEAT EXPORTS.

Exports of meat from the Argentine from Jan. 1, 1927, to Aug. 26, 1927, were as follows: Frozen and chilled beef, 5,640,000 quarters, compared with 5,332,000 quarters during the same period, 1926; frozen mutton and lamb, 1,903,000 quarters, compared with 1,505,000 quarters during the same period last year.

DUTCH LARD IMPORTS DROP.

The imports of pure lard into the Netherlands have been constantly declining during the last few years. This decline is due to the fact that consumers are replacing this product by cheaper Dutch lard, according to a report received by the U. S. Department of Commerce.

It is estimated that the total imports of pure lard into the Netherlands for the entire year 1927 will amount to approximately 1,200 metric tons, which would indicate a further decline compared with the preceding year.

BRITISH PROVISION CABLE.

(Special Cable to The National Provisioner.)

Liverpool, Sept. 9, 1927.

The general provision market is firm and active. A. C. hams are firm and wanted. Trading quite active. Square shoulders and lard in fair demand. Picnics continue dull. Bellies in better demand with supply limited.

Today's prices are as follows: Shoulders, square, 72s; picnics, 64s; American cut, 107s; Cumberland cut, 92s; short backs, 90s; bellies, clear, 95s, Canadian, 86s; spot lard, 69s 6d.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Sept. 9, 1927, show exports from that country were as follows: To England, 80,837 quarters; to the Continent, 52,220 quarters; others, none.

Exports for the previous week were as follows: To England, 219,734 quarters; to the Continent, 89,419 quarters; others, none.

KINDS OF LIVESTOCK KILLED.

Classification of livestock slaughtered in the United States during June, 1927, with comparisons for June, 1926, based on reports from about 600 packers and slaughterers whose slaughtering equalled nearly 75 per cent of the total slaughter under Federal inspection, is reported by the U. S. Department of Agriculture as follows:

	Cattle			Swine			Sheep and lambs		
	Steers	Cows and heifers	Bulls and stags	Barrows	Sows	Stags and boars	Lambs and yearlings	Sheep	
1926.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.
January	41.92	54.83	3.25	54.32	43.29	0.39	88.38	11.05	
February	45.91	51.00	3.00	54.24	45.27	.49	93.47	6.53	
March	47.77	49.17	3.06	52.32	47.14	.54	95.23	4.77	
April	53.18	43.81	3.01	51.98	49.15	.70	92.00	8.90	
May	53.52	42.38	4.10	48.90	50.24	.86	91.07	18.93	
June	51.39	43.90	4.71	48.52	55.97	.81	87.96	12.04	
July	51.78	44.76	3.46	35.87	63.31	.82	91.60	8.31	
August	51.39	45.19	3.42	35.37	63.88	.75	92.31	7.09	
September	47.31	49.13	3.56	38.84	60.26	.90	88.89	11.11	
October	38.79	57.99	5.22	44.73	54.62	.65	90.64	9.36	
November	38.04	59.00	2.96	50.31	49.24	.48	90.51	9.49	
December	44.53	52.42	3.95	54.31	45.21	.48	91.54	8.46	
Average	46.88	49.73	3.39	47.78	51.58	.64	90.38	9.62	
1927	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.
January	45.04	51.51	3.45	56.31	43.29	.40	94.32	5.06	
February	49.55	47.49	2.96	55.38	44.18	.44	93.81	6.19	
March	50.15	46.01	3.84	55.47	44.00	.44	88.25	11.75	
April	50.39	46.07	3.54	52.96	46.39	.58	89.02	10.98	
May	57.21	39.09	3.70	50.43	48.99	.58	89.15	10.85	
June	51.65	44.29	4.06	46.87	52.39	.74	89.41	10.59	

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ending Sept. 3, 1927, are reported officially as follows:

Point of origin.	Commodity.	Amount.
Canada—Quotities of beef.....		1,335
Canada—Calf carcasses.....		610
Canada—Lamb carcasses.....		25
Canada—Fresh beef cuts.....		28,442 lbs.
Canada—Calf livers.....		3,813 lbs.
Canada—Beef livers.....		720 lbs.
Canada—Beef tenderloins.....		115 lbs.
Canada—Fresh veal cuts.....		1,241 lbs.
Canada—Fresh pork cuts.....		2,267 lbs.
Canada—Fresh pork loins.....		10,406 lbs.
Canada—Lamb tongues.....		500 lbs.
Canada—Smoked pork.....		2,105 lbs.
Holland—Cooked hams.....		637 lbs.
Holland—Smoked hams.....		4,060 lbs.
Holland—Sausage.....		330 lbs.
Spain—Sausage.....		200 lbs.
Uruguay—Oleo stearine.....		175,500 lbs.
Argentina—Canned corned beef.....		18,000 lbs.
Germany—Sausage in tins.....		3,300 lbs.
Germany—Smoked hams.....		1,122 lbs.
Germany—Ham, bacon and sausage.....		435 lbs.
Italy—Sausage.....		18,477 lbs.

What is the emulsion method of preparing sausage meats to increase binding qualities? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

RECEIPTS AT CENTERS

SATURDAY, SEPTEMBER 3, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	400	2,500	1,000
Kansas City	300	700	.....
Omaha	225	4,000	1,000
St. Louis	600	3,200	250
St. Joseph	200	1,500	1,000
Sioux City	400	8,800	500
St. Paul	.....	500	.....
Oklahoma City	200	400	.....
Fort Worth	300	1,000	300
Milwaukee	.....	100	.....
Denver	100	100	4,300
Louisville	100	600	1,100
Wichita	200	1,100	200
Indianapolis	100	3,800	400
Pittsburgh	300	1,500	.....
Cincinnati	300	2,100	500
Buffalo	100	1,300	400
Cleveland	100	100	100
Nashville	100	400	700
Toronto	100	100	.....

MONDAY, SEPTEMBER 5, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	.....	Holiday	.....
Kansas City	17,000	3,500	12,000
Omaha	7,000	6,000	27,000
St. Louis	8,000	10,000	3,500
St. Joseph	2,000	2,000	2,000
Sioux City	6,000	2,500	800
St. Paul	12,000	3,000	3,200
Oklahoma City	800	800	.....
Fort Worth	2,500	800	2,000
Milwaukee	200	300	100
Denver	3,300	1,300	14,000
Louisville	2,400	2,500	1,500
Wichita	4,200	1,300	500
Indianapolis	.....	Holiday	.....
Pittsburgh	100	1,000	500
Cincinnati	.....	Holiday	.....
Buffalo	200	4,100	1,000
Cleveland	800	3,800	2,700
Nashville	500	1,500	2,100
Toronto	1,000	1,700	1,600

TUESDAY, SEPTEMBER 6, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	23,000	40,000	30,000
Kansas City	11,000	4,500	9,000
Omaha	7,000	6,000	24,000
St. Louis	7,500	12,000	4,000
St. Joseph	3,000	4,000	7,000
Sioux City	1,500	3,500	2,500
St. Paul	4,000	4,000	1,500
Oklahoma City	1,400	600	.....
Fort Worth	1,400	600	.....
Milwaukee	1,000	2,000	800
Denver	1,400	1,200	4,100
Louisville	300	1,100	2,000
Wichita	600	1,200	200
Indianapolis	1,000	7,000	1,400
Pittsburgh	1,000	100	300
Cincinnati	3,300	7,000	2,700
Buffalo	100	600	500
Cleveland	600	900	2,000
Nashville	300	900	1,500
Toronto	500	500	200

WEDNESDAY, SEPTEMBER 7, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	13,000	16,000	24,000
Kansas City	8,500	4,500	1,000
Omaha	5,500	5,000	18,000
St. Louis	4,500	9,500	3,500
St. Joseph	3,000	4,000	6,000
Sioux City	1,700	5,000	1,000
St. Paul	2,700	6,500	3,000
Oklahoma City	1,000	1,200	.....
Fort Worth	4,200	1,000	1,900
Milwaukee	800	1,800	500
Denver	800	400	3,100
Wichita	800	1,900	600
Indianapolis	1,000	6,000	1,200
Pittsburgh	.....	1,000	500
Cincinnati	400	3,100	2,300
Buffalo	200	1,600	500
Cleveland	200	2,000	1,600

THURSDAY, SEPTEMBER 8, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	11,800	6,000	21,000
Kansas City	4,000	4,000	9,000
Omaha	2,500	6,500	16,000
St. Louis	2,500	9,000	3,000
St. Joseph	2,500	4,000	6,000
Sioux City	1,700	7,500	2,000
St. Paul	3,300	4,000	2,500
Oklahoma City	800	900	.....
Fort Worth	3,500	1,400	800
Milwaukee	600	1,800	400
Denver	700	500	9,600
Wichita	300	1,500	1,000
Indianapolis	1,000	5,000	800
Pittsburgh	.....	8,000	1,000
Cincinnati	1,300	3,600	1,000
Buffalo	200	1,400	300
Cleveland	300	2,000	1,000

FRIDAY, SEPTEMBER 9, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	2,000	14,000	8,000
Kansas City	1,000	2,000	4,000
Omaha	1,200	7,500	6,500
St. Louis	1,000	10,000	1,800
St. Joseph	500	3,000	3,000
Sioux City	800	6,500	700
St. Paul	1,600	4,500	2,000
Oklahoma City	900	500	.....
Fort Worth	2,800	900	7,100
Milwaukee	300	400	100
Denver	100	1,000	13,200
Wichita	400	1,500	1,700
Indianapolis	600	6,000	800
Pittsburgh	100	2,500	400
Cincinnati	700	4,400	900
Buffalo	200	2,800	1,600
Cleveland	200	1,500	600

LIVE STOCK MARKETS

CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)
Chicago, Sept. 8, 1927.

CATTLE—The scramble for fed steers, in fact for fed offerings of all classes, was the most pronounced of the season. Monday being a holiday it was a short week and supply figures fell down not only locally but in the aggregate. The bulk of the run here as well as at other markets comprised grassers, shortfeds and in-between fed steers, this feature compelling buyers to ride actively for the "upper crust."

Strictly choice long yearlings topped at \$15.25 compared with \$14.80 a week earlier. Heavy steers went to \$15.15, a 25¢/50¢ advance featuring practically everything that showed acquaintance with grain. On the other hand grassers, particularly western grassers, lost 25¢/40¢, it being a two-way market in which the price spread between grassers and grain feds became not only unwieldy but the widest of the year. While heavy Montana grass steers sold upward to \$12.00 the bulk of the rangers turned at \$10.25 downward to \$9.25.

Scarcity dictated the advance on fed steers, while the largest western grass run of the season permitted buyers to hammer rangers, the southwesterns and the native contingent which seasonally come into competition. So far this season the northwestern grass steer run has not been showing a very satisfactory percentage of beef and early high prices have been readjusted.

Most fed steers turned at \$12.50/14.50. Native grassers, plain qualified but often rather weighty, frequently sold below \$10.00, the discrimination against natives as compared with westerns still being in evidence although this week's decline on rangers is bringing the westerns more in line with comparable natives. Grain fed cows and heifers and the "upper crust" of the western she stock contingent held steady, but the general run of grass cows and heifers lost 15¢/25¢. The bull trade was a droopy affair and vealers continued to fluctuate, selling largely at \$14.00/15.00 to big packers. Medium weight and heavy calves had a market at \$11.00 downward to \$9.00.

HOGS—Decreased receipts, fairly active shipping demand and scarcity of finished

hogs forced advances on hogs 220 lbs. up and packing sows mostly 40¢ to 65¢; pigs and light hogs 35¢/50¢ up; season's peak \$11.50 early; bulk desirable 160 to 200 lbs., \$11.00/11.40; 220 to 250 lbs., \$10.90/11.40; 260 to 300 lbs. \$10.50/11.05; packing sows \$9.00/9.50, lightweights up to \$9.75; bulk pigs \$9.00/9.75; strongweights up to \$10.25.

SHEEP—Sharply increased receipts broke values sharply at the week's opening, liberal supplies continuing the downward trend with fat lambs 75¢/1.00 lower on Thursday to Thursday comparison. Choice range lambs at mid-week topped at \$13.35, natives reaching \$13.15 early with the bulk of the week's rangers at \$12.75/13.25 and the late bulk at \$12.75/13.00.

A few heavy westerns sold at \$11.50/12.00 most late natives going at \$12.25/12.50. Heavy buck lambs moved around \$11.00 with culls at \$8.50/9.25. Sheep closed 25¢/50¢ lower with fat ewes on a

\$5.25/6.00 basis, heavies selling from \$4.50 down and good yearlings \$9.00/10.00.

KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)
Kansas City, Sept. 8, 1927.

CATTLE—All killing classes met a fairly active demand this week and closed at 10¢/25¢ higher levels with desirable grain fed offerings showing the full advance. Best weighty steers scaling 1,431 lbs. scored a new high mark at \$14.45 while choice yearlings made \$14.40. Good to choice native arrivals sold from \$12.50/13.65, while most short fed natives and westerns cashed at \$10.25/12.00. Straight grassers cleared largely from \$7.60/9.75 with a few up to \$10.20.

Vealers and calves are 50¢ higher with the late veal top at \$12.50.

HOGS—Extremely light receipts of hogs were instrumental in forcing price levels from 10¢/40¢ higher for the week. Finished butchers scaling from 225

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, Sept. 8, 1927, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs (Soft or cilly hogs and roasting pigs excluded):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANSAS CITY.	ST. PAUL.
Hyv. wt. (250-350 lbs.) med.-ch.....	\$10.00/11.25	\$10.25/11.40	\$ 9.85/10.75	\$ 9.85/11.15	\$ 9.40/10.65
Med. wt. (200-250 lbs.), med.-ch.....	10.90/11.45	11.15/11.50	10.35/11.10	10.45/11.50	10.00/11.10
Lt. wt. (180-200 lbs.) com.-ch.....	10.25/11.40	10.75/11.50	10.50/11.15	10.40/11.40	10.25/11.10
Lt. lt. (130-160 lbs.), com.-ch.....	9.00/11.25	9.00/11.25	9.25/11.00	9.40/10.85	9.50/11.10
Packing sows, smooth and rough.....	8.50/ 9.75	8.75/ 9.50	8.85/ 9.70	8.50/ 9.60	8.75/ 9.35
Sight. pigs (150 lbs. down), med.-ch.....	8.50/10.25	8.50/ 9.75	.....	9.25/10.00	9.25/ 9.50
Av. cost and wt., Wed. (pigs excluded)	10.03-266 lb.	11.03-222 lb.	9.92-276 lb.	10.57-234 lb.	9.66-245 lb.
Slaughter Cattle and Calves:					
STEERS (1,500 LBS. UP):					
Good-ch.....	12.25/15.25	.....	11.25/14.50	11.00/14.50	.....
STEERS (1,300-1,500 LBS.):					
Choice.....	14.35/15.25	13.75/14.50	13.00/14.50	13.15/14.50	12.85/13.60
Good.....	12.00/14.35	11.75/13.75	11.25/13.25	10.75/13.15	10.50/13.00
STEERS (1,100-1,300 LBS.):					
Choice.....	14.35/15.25	13.75/14.50	13.00/14.50	13.15/14.40	12.35/13.50
Good.....	11.50/14.35	11.25/13.75	10.75/13.00	10.25/13.15	10.00/12.75
STEERS (950-1,100 LBS.):					
Choice.....	14.00/15.25	13.50/14.25	12.75/14.50	12.90/14.40	12.00/13.75
Good.....	11.00/14.35	11.25/13.50	10.50/12.75	10.25/13.15	9.75/12.00
STEERS (800 LBS. UP):					
Choice.....	8.50/12.00	7.75/11.50	7.75/11.25	8.00/10.75	8.00/10.00
Good.....	6.50/ 8.75	6.25/ 7.75	6.00/ 7.75	6.25/ 8.25	6.50/ 8.00
STEERS (FED CALVES AND YEARLINGS 750-950 LBS.):					
Choice.....	13.00/14.25	13.00/13.75	12.50/14.25	12.90/14.40	11.85/13.50
Good.....	10.50/13.00	11.00/13.00	10.50/12.50	10.25/12.90	9.75/11.85
HEIFERS (850 LBS. DOWN):					
Choice.....	12.50/13.50	12.25/13.00	11.75/13.00	11.75/13.50	11.25/12.00
Good.....	10.00/12.50	11.00/12.25	9.50/11.75	9.50/12.25	9.00/11.25
Common-med.....	6.75/10.25	6.75/11.00	6.25/ 9.50	6.25/ 9.50	5.75/ 9.00
HEIFERS (850 LBS. UP):					
Choice.....	10.75/12.75	10.25/11.75	10.50/12.25	10.25/12.25	9.50/11.00
Good.....	8.75/11.75	8.25/10.25	8.50/10.75	8.50/11.50	8.50/10.00
Medium.....	7.00/ 9.00	7.50/ 8.25	6.75/ 9.00	6.50/ 9.00	6.25/ 8.50
COWS:					
Choice.....	9.25/10.25	8.50/ 9.50	8.25/ 9.50	8.00/ 9.00	8.00/ 8.75
Good.....	6.75/ 9.25	6.75/ 8.50	6.35/ 8.25	6.50/ 8.00	6.25/ 8.00
Common-med.....	5.25/ 6.75	5.50/ 6.75	5.50/ 6.35	5.25/ 6.50	5.00/ 6.25
Low cutter and cutter.....	4.50/ 5.25	4.00/ 5.50	4.25/ 5.50	4.25/ 5.25	4.25/ 5.00
BULLS (YEARLINGS EXC.):					
Beef Good-ch.....	6.25/ 7.25	6.75/ 7.75	5.75/ 6.75	6.00/ 6.50	6.00/ 6.60
Cutter-med.....	5.00/ 6.40	5.00/ 6.25	4.75/ 5.75	4.75/ 6.00	5.00/ 6.15
CALVES (500 LBS. DOWN):					
Medium-ch.....	7.00/10.00	6.50/ 9.50	8.00/ 9.50	8.50/ 9.50	7.00/ 9.00
Cull-common.....	6.00/ 7.00	5.00/ 6.50	5.50/ 8.00	5.00/ 6.50	5.25/ 7.00
VEALERS (MILK-FED):					
Good-ch.....	14.50/15.30	15.50/15.75	10.00/12.00	10.00/12.50	11.00/13.00
Medium.....	11.75/14.50	10.50/15.50	8.00/10.00	7.00/10.00	9.50/11.00
Cull-common.....	7.00/11.75	5.50/10.50	5.50/ 8.00	5.00/ 7.00	6.50/ 9.50
Slaughter Sheep and Lambs:					
Lambs (84 lbs. down) good-choice.....	11.75/13.25	11.50/12.25	12.00/12.60	11.50/12.60	10.75/12.50
Lambs (92 lbs. down) medium.....	10.75/11.75	10.75/11.50	11.00/12.00	10.50/11.50	10.00/10.75
Lambs (all weights) cull-common.....	8.25/10.75	8.00/10.75	8.00/11.00	8.00/10.50	8.00/10.00
Yearling wethers (110 lbs. down) medium-choice.....	7.50/11.00	7.50/10.25	8.00/10.00	8.00/10.75	7.50/ 9.75
Ewes (120 lbs. down) medium-choice.....	3.00/ 8.00	5.00/ 5.50	4.50/ 6.25	4.00/ 5.75	3.75/ 5.50
Ewes (120-150 lbs.) medium-choice.....	3.50/ 5.75	4.00/ 5.50	4.25/ 6.00	3.75/ 5.50	3.75/ 5.50
Ewes (all weights) cull-common.....	1.25/ 3.00	1.00/ 4.50	1.00/ 4.50	1.25/ 4.00	1.50/ 3.75

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pounds up had the preference and show most of the gain. Lighter weights, especially unfinished grades, were dull and hard to sell. The week's top reached \$11.50 on choice 210 to 225 lb. averages; choice 250 lb. weights ranged up to \$11.15 and best 300 lb. selections made \$10.40, while 400 lb. averages reached \$10.15. Packing sows are 25@35c higher with \$8.75@9.50 taking the bulk.

SHEEP—Continued liberal receipts resulted in declines of around \$1.00 in fat lamb prices and 50@75c reductions in aged classes. Choice range lambs sold up to \$13.10 on Monday but at the close comparable grades went at \$12.60. The bulk of the week's supply ranged from \$12.50@13.00.

Native lambs were scarce with the best selling at \$12.50 early in the week. Slaughter ewes sold at \$6.00 at the high time but on late days \$5.50 took the best.

ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics.)
East St. Louis, Ill., Sept. 8, 1927.

CATTLE—Compared with one week ago, fed steers, heifers and bulls sold steady; western steers, 25c lower; spots down more on low priced kinds; cows, steady to 25c lower; low cutters, 10@15c lower; good and choice vealers, 50@75c higher.

Tops for week: matured steers, \$14.10; 1,350-lb. yearlings, \$14.00; 988-lb. mixed yearlings, \$13.25; 901-lb. heifers, \$12.00.

Bulks for week: native steers, \$9.75@13.00; western steers, \$8.15@9.75; fat heifers, \$11.00@12.00; cows, \$6.00@7.00; low cutters, \$4.35@4.75.

HOGS—Hogs are sharply higher this week, but with light weights considerably more plentiful, those averaging below 180 lbs. are no longer on top. Featuring inquiry is for weights around 200 to 240 lbs. Light hogs are about 25c higher than last Thursday. Medium and heavy butchers and packing sows are mostly 50c higher. Light lights and pigs were dull and weak at all times.

Top today was \$11.60; bulk weights, 160 to 180 lbs., \$11.25@11.40; 190 to 240 lbs., \$11.50@11.60; 250 to 300 lbs., \$11.00@11.40; 130 to 150 lbs., \$9.50@10.50; pigs, \$8.50@9.50; packing sows, \$9.15@9.25.

SHEEP—Fat lambs, which were bringing \$13.00@13.25 last Thursday, sold fully \$1.00 below that level today, with the best unable to better \$12.25. Bulk, \$12.00@12.25. Other classes are unchanged. Cull lambs, \$8.50; fat ewes, \$4.50@5.50.

OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)
Omaha, Neb., Sept. 8, 1927.

CATTLE—A broad demand for good and choice fed steers and yearlings carried prices around 25c higher for the week, while plainer grades, although slow, held mostly steady. Several loads of light steers and yearlings earned \$13.75@14.00, with part loads \$14.10 and \$14.25 and 1,082-lb. averages \$14.50, a new high mark for the year. Other killing classes held generally steady.

HOGS—Light receipts here and elsewhere; a broad demand both from packers and order buyers, coupled with bullish information from outside centers, resulted in substantial advances on all classes for the period under review. Comparisons Thursday with Thursday uncover an advance of 50@75c, with packing grades and butchers at the big end of the upturn.

Thursday's price bulks follow: 160-210-lb. selections, \$10.75@11.00; top, \$11.15; 210-270-lb. butchers, \$10.50@10.90; 270-310-lb. butchers, \$10.25@10.50; packing sows, \$9.40@9.65; stags, \$7.50@8.00.

SHEEP—With the movement from the range states in full swing, and liberal supplies arriving at all centers, weight of numbers resulted in a downward swing in the fat lamb end of the trade. Compared with a week ago, a break of around 75c is quoted, with Thursday's bulk of fat range lambs moving at \$12.50; top, \$12.60; natives, \$11.75@12.25; top, \$12.50.

Fat sheep are around 25c lower, with slaughter ewes mostly \$5.50@6.00.

ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Minnesota Dept. of Agriculture.)

South St. Paul, Minn., Sept. 7, 1927.

CATTLE—Steers and yearlings came in for a 25c or more break since the opening of the week, while she stock and other killing classes suffered a weak 15@25c downturn. The receipts were largely range stock. The best of these was a five-car string of 1170 lb. weights which sold at \$10.75, the bulk scoring mainly at \$8.25@9.75.

Three cars of 985 lb. spayed Montana heifers reached \$9.25; comparably finished cows, \$8.00; the bulk of all cows and heifers, \$5.50@8.00; cutters, \$4.35@5.00 mainly.

Bulls have dropped to a \$5.50@5.75 bulk, while vealers, on a 50c to \$1.00 break, sold today largely at \$12.50.

HOGS—The seasonal advance which started in the hog market on the final days of August has continued during the opening week of September. Desirable light hogs sold today mostly at \$11.00@11.10, or 50c higher than a week ago. Butchers and packing sows have registered advances of around 75c. Medium and heavy butchers are now selling at \$9.50@10.75; packing sows, \$8.75@9.25; bulk, \$9.00. Pigs held unchanged for a week or more at \$8.50, but jumped to \$9.25 on today's market.

SHEEP—A sharp decline has featured the trade in sheep and lambs this week, and declines have measured 50c to \$1.00. The bulk of the fat lambs are selling at \$11.25@12.25 today; heavies, mostly \$10.50; culls, \$8.00.

Fat ewes are going to packers at from \$4.00@5.50; culls, \$2.00@3.00.

ST. JOSEPH.

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., Sept. 8, 1927.

CATTLE—Demand showed a post-holiday improvement and beef steers and yearlings ruled strong to 25c higher than late last week; better grades scored the full advance. Choice heavy weight beefs and long yearlings topped at \$14.00. Numerous loads sold at \$13.25@13.75, and the bulk of grain-feds turned at \$10.75@13.25.

Grass steers bulked at \$8.40@9.75, with a few at \$10.00@10.25. Wintered beefs went at \$10.50@11.85. Prices for well fin-

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ished heifers strengthened, but little material change developed in other fat stock values. Choice light weight heifers topped at \$13.10. The majority of grass cows cleared at \$5.75@6.75, with few fed kinds above \$8.00; all cutters bulked at \$4.25@5.25.

Bulls ruled fully 25c higher and medium grades cleared largely at \$5.50@5.75. Vealers and calves held mostly steady, top vealers, \$13.50.

HOGS—Demand favored heavier weights as prices continued to work higher. Weighty butchers registered 40@50c upturns, packing sows gained 50@75c, medium and light weight butchers ruled 20@30c higher, while light lights sold steady to 15c lower for the week. Choice 212 lb. hogs topped at \$11.40 today, butchers sold largely at \$10.00@11.10 and packing sows bulked at \$9.00@9.50, with smooth lights up to \$9.75.

SHEEP—Price pounding featured bovine trade this week. Fat lamb prices declined 75c to \$1.00, and other killing classes ruled 25@50c lower. Choice range lambs topped today at \$12.60, a few natives made \$12.00 and slaughter ewes cleared at \$6.00 down.

PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, Sept. 3, 1927, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	6,980	5,300	14,464
Swift & Co.	5,222	5,800	21,469
Morris & Co.	2,548	14,800	10,150
Wilson & Co.	4,888	6,200	10,211
Anglo-Amer. Prov. Co.	730	1,100	...
G. H. Hammond Co.	3,483	2,700	...
Libby, McNeill & Libby	811	...	...

Brennan Packing Co. 5,900 hogs; Miller & Hart. 3,800 hogs; Independent Packing Co. 1,200 hogs; Boyd, Linham & Co. 1,500 hogs; Western Packing & Provision Co. 8,500 hogs; Roberts & Onke, 3,300 hogs; others, 24,000 hogs.

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	4,635	714	2,783	5,031
Cudahy Pkg. Co.	5,183	1,142	1,524	6,679
Fowler Pkg. Co.	401	1,122	964	3,802
Morris & Co.	3,832	1,122	964	3,802
Swift & Co.	5,396	1,512	4,147	8,372
Wilson & Co.	5,643	1,013	2,102	5,327
Local butchers	866	137	2,365	132

Total 25,746 5,640 13,585 29,343

OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	3,124	6,020	9,348
Cudahy Pkg. Co.	4,659	8,151	9,410
Dold Pkg. Co.	1,201	6,406	...
Morris & Co.	2,332	3,417	4,320
Swift & Co.	5,039	6,463	11,419
Eagle Pkg. Co.	22	...	...
M. Glassburg	71	...	...
Glaeser Prov. Co.	74	...	...
Hoffman Bros.	74	...	...
Mayerowich & Vall.	26	...	...
Omaha Pkg. Co.	90	...	...
J. Rife Pkg. Co.	26	...	...
J. Roth & Sons	126	...	...
So. Omaha Pkg. Co.	71	...	...
Lincoln Pkg. Co.	363	...	...
Morrell Pkg. Co.	15	...	...
Nagle Pkg. Co.	128	...	...
Sinclair Pkg. Co.	98	...	...
Wilson & Co.	98	...	...
Kennett-Murray Co.	3,651	...	...
J. W. Murphy	3,465	...	...
Others	16,484	...	...

Total 17,471 55,053 34,497

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,528	527	4,613	2,231
Swift & Co.	4,937	1,985	5,905	3,508
Morris & Co.	2,570	568	3,833	1,284
Morris & Co.	1,679	115	2,384	...
East Side Pkg. Co.	5,333	1,102	8,640	1,497

Total 17,048 4,297 25,435 8,520

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	3,811	1,139	6,918	12,069
Armour & Co.	2,476	379	4,242	3,244
Morris & Co.	2,574	403	2,760	2,880
Others	4,496	164	5,184	5,080

Total 13,360 2,175 19,113 23,312

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	3,386	2,637	7,637	4,059
Cudahy Pkg. Co.	506	911	...	...
Hertz Bros.	202	70	...	...
Swift & Co.	5,101	4,017	11,462	6,040
United Pkg. Co.	1,515	310	...	...
Others	634	67	4,419	...

Total 11,344 8,012 23,518 10,106

SIoux CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,345	199	8,806	1,235
Armour & Co.	2,273	195	8,101	1,257
Swift & Co.	1,738	355	5,226	1,087
Sacks Pkg. Co.	35	10	...	...
Smith Bros. Pkg. Co.	35	10	...	...
Local butchers	145	29	...	...
Order buyers and packer shipments	1,101	40	13,208	...

Total 1,609 828 35,341 3,570

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	2,128	1,011	1,341	83
Wilson & Co.	2,164	690	1,199	131
Others	92	...	458	...

Total 4,384 1,670 2,998 214

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,279	705	4,553	1,121
Dold Pkg. Co.	463	9	3,182	...
Wichita D. Beef Co.	22	...	...	...
Dunn-Ostertag Co.	120	...	...	...
Keefe-LeSturgeon	137	...	...	...

Total 2,023 714 7,735 1,121

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,865	2,046	7,558	1,136
Swift & Co., Chicago	...	...	...	1,116
U. D. B. Co., N. Y.	53	...	...	...
R. Gutz & Co.	192	52	60	43
Armour & Co., Milw.	559	1,073	...	...
Armour & Co., Chicago	363	...	...	...
N. Y. B. D. M. Co., N. Y.	34	...	...	...
Butchers	283	384	23	266
Traders	462	33	7	24

Total 3,821 3,608 7,657 2,585

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Eastern buyers	1,779	2,744	20,523	3,216
Kingan & Co.	1,172	904	7,439	1,502
Indianapolis Abat. Co.	1,701	...	148	...
Armour & Co.	318	16	2,979	34
Bell Pkg. Co.	46	...	300	...
Brown Bros.	143	18	...	6
Hilgemeier Bros.	...	...	154	...
Schussler Pkg. Co.	34	...	274	...
Riverside Pkg. Co.	94	14	350	...
Meier Pkg. Co.	34	21	358	46
Indiana Prov. Co.	6	38	...	21
Maas-Hartman & Co.	28	8	...	5
Steinmetz Pkg. Co.	...	48	...	12
Hoosier Abat. Co.	...	...	...	...
Misc.	617	70	281	855

Total 6,606 3,887 33,213 5,697

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
C. A. Freund	146	56	131	...
Sam Gail & Son	...	19	...	803
J. H. Hubert & Son	147	12	...	53
Ideal Pkg. Co.	43	12	479	...
Gus Juengling	173	86	...	82
E. Kahn's Sons	698	193	3,249	313
Kroger Groc. & Bak. Co.	289	94	2,891	...
Lohrey Pkg. Co.	2	...	240	...
H. H. Meyer Pkg. Co.	202	81	2,219	...
Wm. G. Rehn's Sons	10	...	1,000	...
A. Sander Pkg. Co.	227	187	...	187
J. Schlachter's Sons	18	...	2,700	...
J. F. Schroth Pkg. Co.	13	5	605	...
J. Vogel & Son	...	...	...	...

Total 2,022 745 13,514 1,438

RECAPITULATION.

Recapitulation of packers' purchases by markets for the week ending September 3, 1927, with comparisons:

CATTLE.

	Week ending Sept. 3.	Prev. week.	Cor. week, 1926.
Chicago	24,662	28,057	35,263
Kansas City	25,746	22,584	26,656
Omaha	17,471	17,990	24,170
St. Louis	17,048	16,682	45,421
St. Joseph	13,360	12,717	...
Sioux City	7,699	7,101	9,025
Oklahoma City	4,384	4,741	4,203
Indianapolis	6,606	5,220	6,544
Cincinnati	2,022	1,888	1,651
Milwaukee	3,821	3,608	...
Wichita	2,023	1,888	2,275
Denver	...	...	3,638
St. Paul	11,344	...	11,407

Total 136,156 109,170 150,833

SHEEP.

	Week ending Sept. 3.	Prev. week.	Cor. week, 1926.
Chicago	56,294	68,010	58,182
Kansas City	29,343	24,263	22,504
Omaha	34,497	31,226	38,624
St. Louis	8,520	14,396	24,180
St. Joseph	23,312	21,717	18,634
Sioux City	3,579	2,970	7,411
Oklahoma City	214	207	...
Cincinnati	1,438	975	733
Milwaukee	2,585	2,364	...
Wichita	1,121	1,091	1,367
Denver	...	...	4,559
St. Paul	10,106	...	13,001

Total 176,708 153,034 163,617

HOGS.

	Week ending Sept. 3.	Prev. week.	Cor. week, 1926.
Chicago	84,100	85,000	78,200
Kansas City	13,585	17,679	14,568
Omaha	55,053	61,999	49,407
St. Louis	25,435	19,696	25,594
St. Joseph	19,113	...	18,332
Sioux City	35,374	32,339	28,396
Oklahoma City	2,908	3,300	2,618
Indianapolis	33,213	31,248	35,879
Cincinnati	13,514	15,386	10,780
Milwaukee	7,657	5,226	...
Wichita	7,735	17,308	6,898
Denver	...	...	4,890
St. Paul	23,518	...	28,906

Total 321,262 289,790 354,568

SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending Sept. 3, 1927.

CATTLE.

	Week ending Sept. 3.	Prev. week.	Cor. week, 1926.
Chicago	26,662	28,057	35,263
Kansas City	31,585	33,297	39,723
Omaha	18,844	18,979	25,460
East St. Louis	17,048	16,682	17,169
St. Joseph	10,996	10,115	12,862
Sioux City	7,829	6,355	8,943
Cudahy	1,374	1,177	6,373
Port Worth	7,990	7,724	...
Philadelphia	1,865	1,807	2,815
Indianapolis	5,449	4,017	4,869
Boston	1,491	1,278	1,702
New York and Jersey City	9,803	9,759	11,006
Oklahoma City	6,055	8,882	6,106

Total 147,081 148,129 172,281

HOGS.

	Week ending Sept. 3.	Prev. week.	Cor. week, 1926.
Chicago	84,100	85,000	78,200
Kansas City	13,585	17,679	14,568
Omaha	55,053	61,999	49,407
East St. Louis	25,435	22,655	24,095
St. Joseph	14,130	18,135	10,330
Sioux City	21,680	20,540	22,606
Cudahy	15,272	15,679	...
Port Worth	4,319	2,945	3,035
Philadelphia	15,135	15,659	17,139
Indianapolis	15,458	16,284	14,319
Boston	11,364	11,867	10,078
New York and Jersey City	47,805	42,456	37,312
Oklahoma City	2,908	3,300	2,618

Total 302,544 311,038 264,550

SHEEP.

	Week ending Sept. 3.	Prev. week.	Same week, 1926.
Chicago	56,294	68,010	58,182
Kansas City	29,343	17,679	23,018
Omaha	36,377	32,254	40,434
East St. Louis	8,520	14,396	10,017
St. Joseph	18,232	18,445	15,089
Sioux City	2,974	3,810	4,539
Cudahy	379	502	...
Port Worth	4,842	3,290	1,735
Philadelphia	4,343	7,383	7,517
Indianapolis	2,481	3,297	2,125
Boston	5,066	4,900	7,530
New York and Jersey City	47,081	56,177	58,541
Oklahoma City	214	248	307

Total 216,899 225,481 229,034

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock of leading Canadian centers for the week ending Sept. 1, 1927

HIDE AND SKIN MARKETS

Chicago.

PACKER HIDES—The market is strong and trading fairly active on branded hides at $\frac{1}{2}$ c advance over the previous week. Trading is confined to branded stocks and is thought to have embraced about 65,000 hides to date, mostly August take-off.

Spread native steers are quoted in a purely nominal way at $24@24\frac{1}{2}$ c. Bids of $22\frac{1}{2}$ c were declined for heavy native steers. Sellers are asking 23c, with last trading at 22c. Bids of $22\frac{1}{2}$ c were declined for extreme native steers asking $22\frac{1}{2}$ c. The last trading was at 22c.

Slightly more than 5,000 butt branded steers sold at $21\frac{1}{2}$ c. Around 10,000 to 12,000 Colorados moved at 21c. About 9,000 heavy Texas steers sold at $21\frac{1}{2}$ c, and 6,400 light Texas steers at 21c. Extreme light Texas steers moved with branded cows at 21c. All these descriptions showed an advance of $\frac{1}{2}$ c over the previous week.

Heavy native cows are inactive, with $21\frac{1}{2}$ c bid and $22\frac{1}{2}$ c asked. This bid price is $\frac{1}{2}$ c up over last week. Light native cows, $22\frac{1}{2}$ c bid. Rumors of a sale at $22\frac{1}{2}$ c is unconfirmed. However, holders claim they could secure $22\frac{1}{2}$ c if they offered at that price. Branded cows moved in a fair way, around 27,000 were reported sold at 21c, or $\frac{1}{2}$ c over last week's trading price.

Native bulls sold last at $16\frac{1}{2}$ c for July-August take-off and are quoted nominally around 17c. Branded bulls sold last at 16c for Fort Worth July-Augusts. Northern branded bulls are nominally $15\frac{1}{2}$ c.

SMALL PACKER HIDES—There has been no trading as yet in Sept. take-off. All August hides were sold some time previously, most killers obtaining 20c for all-weight native steers and cows and 18c for branded. However, the market is considerably stronger now and bids of $22\frac{1}{2}$ c were declined for all-weight natives. Sellers are asking $23@23\frac{1}{2}$ c. Branded hides, generally 21c asked. Killers appear to be in no hurry to dispose of Sept. take-off. Last trading in small packer regular slunks was at \$1.15; hairless, 60c.

COUNTRY HIDES—Country hides are firm. Trading continues rather light. Good all-weights generally are held at 19 $@19\frac{1}{2}$ c, selected, delivered. Heavy steers and cows, $17@17\frac{1}{2}$ c asked. Buff weights are steady and selling at $19@19\frac{1}{2}$ c, with $19\frac{1}{2}$ c now asked. Good 25/45 lb. extremes are held at 22c, with $21\frac{1}{2}$ c paid outside; 25/50 lb. weights are quoted around 21c. Bulls are quoted at $14@14\frac{1}{2}$ c, selected. All-weight western branded, $16\frac{1}{2}@17\frac{1}{2}$ c, Chicago freight.

CALFSKINS—Packer calfskins continue quiet, with $24\frac{1}{2}@25$ c talked. Last trading, some time back, was at 23c for July skins.

First salted Chicago city calfskins are in small supply and are quoted nominally around $21\frac{1}{2}$ c, with last confirmed trading at 20 $\frac{1}{2}$ c, although higher trades are rumored. Resalted lots are quoted at $17@20$ c, selected. Mixed cities and countries nominally around $18\frac{1}{2}@19$ c.

KIPSKINS—Last trading on packer native kip was at 23c for July, export shipment. Killers are talking $24@25$ c now for natives. One packer sold 1,600 over-weights at 24c for July. Branded kips are nominally $22@22\frac{1}{2}$ c.

First salted Chicago city kips are quoted nominally around $21\frac{1}{2}@22$ c, although last trading reported was at 21c. Resalted lots are quoted at $19@20\frac{1}{2}$ c, selected. Mixed cities and countries are nominally around $18\frac{1}{2}@19$ c.

There is a better demand for packer

regular slunks and \$1.35 is now bid, with \$1.50 generally asked. Around 1,500 hairless slunks sold at the end of last week at 75c for 16-in. and over, half-price for under 16-in. Small lots of straight No. 1's have since moved at 80c.

HORSEHIDES—The market is firm. Choice renderers, with full heads and shanks, are quoted at $\$6.75@7.00$, ranging down to $\$6.00@6.25$ for ordinary mixed lots.

SHEEPSKINS—Dry pelts are quoted at $24@26$ c per lb., according to section. Packer shearlings are quiet and steady. The season practically over. Last trading was a car of Fort Worths, last week, at $\$1.22\frac{1}{2}$, these grading better than the average. Small lots are reported sold since at \$1.25. The market is quoted $\$1.15$ to $\$1.25$ in a nominal way. Pickled skins continue steady, \$9.50 being paid for big packer straight run of lambs at Chicago, and \$9.75 is now generally asked. Packer wool lambs are selling at \$2.70 per cwt. live lamb at Chicago, and \$2.80 at New York.

PIGSKINS—The market on No. 1 pig-skin strips is steady. One car sold at $7\frac{3}{4}$ c, Chicago basis. There is more interest in gelatine stocks, with bids of 4c in the market. One contract for year's production was made at $4\frac{1}{2}$ c, f.o.b. mid-east production point.

New York.

PACKER HIDES—The market is very strong. August hides have been entirely cleaned up and there has been no trading as yet in Sept. take-off. The supply appears short and demand very good, and killers are very optimistic. The market is quoted nominally on the basis of the full Chicago market. Last trading reported was 1,400 July-August native bulls at $16\frac{1}{2}$ c. This figure was declined later. Spread native steers are firm at 24c.

COUNTRY HIDES—The market is rather quiet but steady to firm. Choice 25/45 lb. extremes are quoted at $21\frac{1}{2}@22$ c, and 25/50 lb. around 21c asked. Buffs are nominally around 19c. Offerings continue rather light and trading is restricted.

CALFSKINS—The market is stronger, with a fair trade. Around 15,000 skins are reported sold, 5-7's at \$1.85 and 12-17 lb. kips at \$4.00, and advance of around 30c on the kips. There has been no trading on grades in between these. Last trading in 7-9's was at \$2.25; \$2.40 is now asked; 9-12's last sold at \$3.25 and up to \$3.40 is now asked. One car of heavy kips, 17-lb. and up, sold at \$5.25, an advance of 50c over last trading price.

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Compare market prices of edible tallow and inedible, and see what you lose!

Normally, there is from 1/2c to 1c per lb. difference in price.

Beef fats are necessary ingredients of the best butter substitutes or compound lard. New methods of rendering make it possible to save more of these fats to the edible side.

It is time for every packer to pay more attention to his rendering operations.

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ending Sept. 3, 1927, 3,931,000 lbs.; previous week, 2,612,000 lbs.; same week, 1926, 2,747,000 lbs.; from Jan. 1 to Sept. 3, 153,297,000 lbs.; same period, 1926, 116,293,000 lbs.

Shipments of hides from Chicago for the week ending Sept. 3, 1927, 3,837,000 lbs.; previous week, 3,712,000 lbs.; same week, 1926, 4,074,000 lbs.; from Jan. 1 to Sept. 3, 175,607,000 lbs.; same period, 1926, 177,220,000 lbs.

SHEEP SKIN STOCKS.

Stocks of sheep, lamb and cabretta skins, both raw stocks and leather, subject to correction, for July, 1927, with comparisons, are given by the U. S. Department of Commerce as follows:

RAW STOCKS END OF MONTH.

	July, '27.	June, '27.	July, '26.
	Skins.	Skins.	Skins.
Sheep and lamb.....	6,429,386	5,942,018	5,098,335
Cabretta	840,495	829,129	594,042

FINISHED LEATHER AT TANNERS.

Sheep and lamb.....	3,374,686	3,263,741	3,709,634
Cabretta	792,612	791,859	750,424

STOCKS IN PROCESS, END OF MONTH.

Sheep and lamb.....	5,446,946	5,550,849	5,280,259
Cabretta	425,406	452,438	602,255

PRODUCTION DURING MONTH.

Sheep and lamb.....	2,750,233	2,685,095	2,295,674
Cabretta	205,942	301,067	301,500

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending Sept. 10, 1927, with comparisons, are reported as follows:

PACKER HIDES.

	Week ending Sept. 10, '27.	Week ending Sept. 3, '27.	Cor. week, 1926.
Spread native steers.....	$24@24\frac{1}{2}$ n	24 n	$17@17\frac{1}{2}$ n
Heavy native steers.....	$22\frac{1}{2}$ b@ 23 ax	22	15
Heavy Texas steers.....	$21\frac{1}{2}$	21	14
Heavy but branded steers.....	$21\frac{1}{2}$	21	14
Heavy Colorado steers.....	21	$20\frac{1}{2}$	$13\frac{1}{2}$
Ex-light Texas steers.....	21	$20\frac{1}{2}$	13
Branded cows.....	21	$20\frac{1}{2}$	$13\frac{1}{2}$ ax
Heavy native cows.....	$21\frac{1}{2}$ b@ $22\frac{1}{2}$ ax	$21\frac{1}{2}$ b@ 22 ax	$14\frac{1}{2}$
Light native cows.....	$22\frac{1}{2}$ b	22	14
Native bulls.....	$16\frac{1}{2}$ n	$16\frac{1}{2}$	$10@10\frac{1}{2}$
Branded bulls.....	$15\frac{1}{2}@16$ n	$15\frac{1}{2}@16$	$8\frac{1}{2}@9$
Calfskins.....	$24\frac{1}{2}@25$ ax	24	$19\frac{1}{2}@20$
Kips.....	24	23	17
Kips, overw't.....	24	$24\frac{1}{2}$	17
Kips, branded.....	$22\frac{1}{2}$ n	$21\frac{1}{2}$ n	15
Slunks, regular.....	$1.35b@1.50$ ax	1.30 n	90
Slunks, hairless.....	$.75@80$	$.70n$	$55@65$
Light, Native, Butts, Colorado steers 1c per lb. less than heavies.			

CITY AND SMALL PACKERS.

	Week ending Sept. 10, '27.	Week ending Sept. 3, '27.	Cor. week, 1926.
Natives, all weights.....	$22\frac{1}{2}$ b@ 23 ax	23 ax	11
Branded hds.....	21 ax	21 ax	$13\frac{1}{2}$
Bulls, native.....	$15\frac{1}{2}@16$ n	$15\frac{1}{2}@16$ n	$10@10\frac{1}{2}$
Branded bulls.....	$14@15$ n	$14@15$ n	$8@8\frac{1}{2}$
Calfskins.....	$21\frac{1}{2}$ n	22 n	$17\frac{1}{2}@18$
Kips.....	$21\frac{1}{2}$ n	21	$16@17$
Slunks, regular.....	1.15	1.15	$70@90$
Slunks, hairless.....	$.70$	$.60$	$25@30$ n

COUNTRY HIDES.

	Week ending Sept. 10, '27.	Week ending Sept. 3, '27.	Cor. week, 1926.
Heavy steers.....	$17@17\frac{1}{2}$ ax	$17@17\frac{1}{2}$	$10@10\frac{1}{2}$ ax
Heavy cows.....	$17@17\frac{1}{2}$ ax	$17@17\frac{1}{2}$	$9@9\frac{1}{2}$
Butts.....	$19@19\frac{1}{2}$	$18\frac{1}{2}@19$	$10\frac{1}{2}@11$
Extremes.....	21	21	$13\frac{1}{2}@14$
Bulls.....	$14@14\frac{1}{2}$ ax	$13\frac{1}{2}@14$ ax	$7\frac{1}{2}@8$
Calfskins.....	$18@18\frac{1}{2}$ n	18 n	$14@14\frac{1}{2}$
Kips.....	$18@18\frac{1}{2}$ n	18 n	$13@13\frac{1}{2}$
Light calf.....	$1.00@1.10$	$1.00@1.10$	$90@95$
Deacons.....	$1.00@1.10$	$1.00@1.10$	$90@95$
Slunks, regular.....	$.60@.75$	$.60@.75$	$90@95$
Slunks, hairless.....	$.15@.25$	$.15@.25$	$15@25$
Horsehides.....	$6.00@7.00$	$5.75@6.75$	$4.00@5.00$
Hogskins.....	$.65@.70$	$.65@.70$	$30@35$

SHEEPSKINS.

	Week ending Sept. 10, '27.	Week ending Sept. 3, '27.	Cor. week, 1926.
Packer lambs.....	$1.75@2.25$	$1.75@2.25$	$1.90@2.00$
Prs. shearings.....	$1.15@1.25$	$1.15@1.22\frac{1}{2}$	$1.47\frac{1}{2}$
Dry pelts.....	$24@26$	$24@26$	$24\frac{1}{2}@25$

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PACKER HIDES AND SKINS

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ICE AND REFRIGERATION

ICE NOTES.

Clyde Kitchens has purchased the business of the Claiborne Ice & Cold Storage Co., Homer, Ark.

The Jamestown Cold Storage Co., Jamestown, N. Y., suffered a fire recently which destroyed a portion of the plant.

The Hudson Storage & Ice Corp., Greenport, N. Y., has been incorporated with a capital stock of \$200,000. W. Ten Broeck, G. H. Feltner, F. B. Harrington and others are the incorporators.

The Lakeland Cold Storage Co., Lakeland, Fla., has been incorporated for \$50,000 by J. C. Swindell, and W. R. Williams.

The Lewis Ice & Cold Storage Co., Dal-

las, Tex., has been incorporated with a capital stock of \$10,000. A. S. Dodd and E. R. Lewis are the incorporators.

The Roanoke Ice & Cold Storage Co., Roanoke, Va., is building an addition to its plant.

The Merchants' Transfer Co., San Antonio, Tex., has started work on the construction of a cold storage plant. It will cost, when completed, \$1,000,000.

The building now being erected by C. D. Stokes at Lampasas, Tex., has been leased to the Producers' Produce Co., Ft. Worth, Tex. It will be used for cold storage.

The Houston Terminal Warehouse & Cold Storage Co., Houston, Tex., has installed new refrigerating equipment.

The Chattanooga Transfer and Storage Co., it is reported, will erect a cold storage and warehouse building.

The Terminal Ice & Cold Storage Co., Portland, Ore., has placed orders for additional equipment, including a 23-ton refrigerating machine.

The New Orleans Cold Storage & Warehouse Co., has plans to construct an ice plant to cost about \$125,000.

The Claiborne Ice & Cold Storage Co., Homer, La., is planning to build an ice plant with a daily capacity of 20 tons.

The Empire Ice & Storage Co., Kansas City, Mo., has completed changing its plant from steam drive to electric drive.

The White Line Transfer & Storage Co., Des Moines, Ia., is planning the erection of a large cold storage plant.

The Charles Tinsel Fruit Co., Boise, Ida., is building a cold storage warehouse.

The Consumers' Ice & Cold Storage Co., Sacramento, Calif., is planning to spend \$125,000 for additions and alterations to its plant.

The Crystal Ice & Cold Storage Co., Glendale, Ariz., recently purchased the plant of the Glendale Ice Co.

The plant of the Fort Morgan Ice & Cold Storage Co., Fort Morgan, Colo., has been taken over by the Denver Ice Co.

The new Ozark cold storage and centralizing plant at St. James, Mo., was dedicated recently.

The ice business of the South Omaha Ice Co., Omaha, Neb., has been sold to the Omaha Ice & Cold Storage Co.

Control of the Carthage Ice & Cold Storage Co., Carthage, Mo., has been acquired by H. Spradlin and C. K. Rowland, St. Louis, Mo.

The Ice & Cold Storage plant on Chapel street, Westminster, Md., was sold recently by receivers to Howard E. Koonitz for a reported sum of \$10,000.

The cold storage plant of the A. E. Marsh Co., Zillah, Wash., has been taken over by the Perham Fruit Co., Yakima.

The Tenville Ice & Cold Storage Co., Tenville, Ga., started operations recently.

What are the temperature requirements in the hide cellar? How do temperatures affect shrinkage? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

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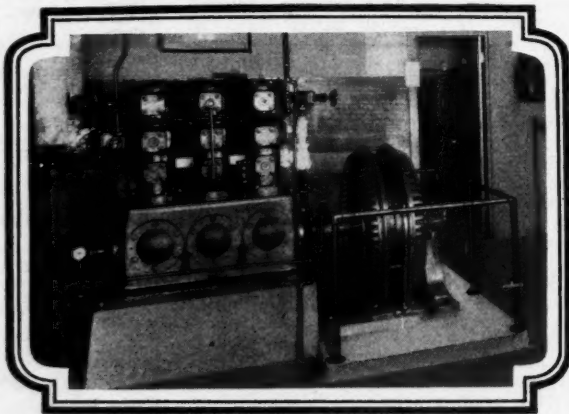
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COLD STORAGE STATISTICS.

There are about 1,400 cold storage warehouses in the United States with a combined storage capacity of 580,000,000 cubic feet of space. These represent an investment of approximately \$200,000,000.

It is estimated that these cold storage warehouses handle approximately one million carloads of refrigerated freight in one year. The development of the cold storage warehouse industry from a small beginning, with ice as a refrigerant, to its present high point of efficiency with mechanical refrigeration, has extended over many years, and it has been stated by government officials that except for the facility of cold storage the great accomplishment of winning the World War might have been impossible.

COOLING THE MEAT MARKET.

That progressive retail meat dealers recognize the economy of efficient refrigeration is evident in the extent to which they are installing new equipment and replacing worn out and inefficient machines.

The York Manufacturing Co., York, Pa., manufacturers of ice making and refrigerating machinery, list the following retailers who have recently installed York equipment:

Sam Hayter, Nacogdoches, Tex., one 4-ton, self-contained refrigerating machine.

C. M. Daws, Union City, Tenn., one 2-ton, self-contained refrigerating machine.

Angelo Boveri, Fourth and Vance Streets, Memphis, Tenn., one 2-ton, self-contained refrigerating machine.

Cash Grocery & Meat Market, Glenville, W. Va., a one-ton, vertical, single-acting, belt driven, enclosed refrigerating machine and high pressure side complete.

Morris Deaktor, Wilkesburg, Pa., a one-ton, self-contained refrigerating machine.

Berkoben's Market, Wilmerding, Pa., one 2-ton, vertical, single-acting, belt driven enclosed refrigerating machine and high pressure side complete.

Nocera Brothers, 208 Warren avenue, East Providence, R. I., one 2-ton self-contained refrigerating machine.

Max Rosenblum, Rankin, Pa., one 2-ton, self-contained refrigerating machine.

H. A. Callahan, Phillipsburg, Pa., one 2-ton, self-contained refrigerating machine.

P. H. Butler Co., Pittsburgh, Pa., a one-ton, self-contained refrigerating machine.

M. Taksel, McKeesport, Pa., a one-ton, self-contained refrigerating machine.

A. J. Kretz, 2216 Ashland avenue, Toledo, Ohio, a one-ton, self-contained refrigerating machine.

Victor Lipper, 3139 North Erie street, Toledo, Ohio, a one-ton self-contained refrigerating machine.

Frank Dudde, Auglaize street, Wapakoneta, Ohio, a one-ton, self-contained refrigerating machine.

J. A. Seiler, Cuyahoga, Ohio, one 2-ton self-contained refrigerating machine.

Herman Wobser, Silica, Ohio, one 2-ton, self-contained refrigerating machine.

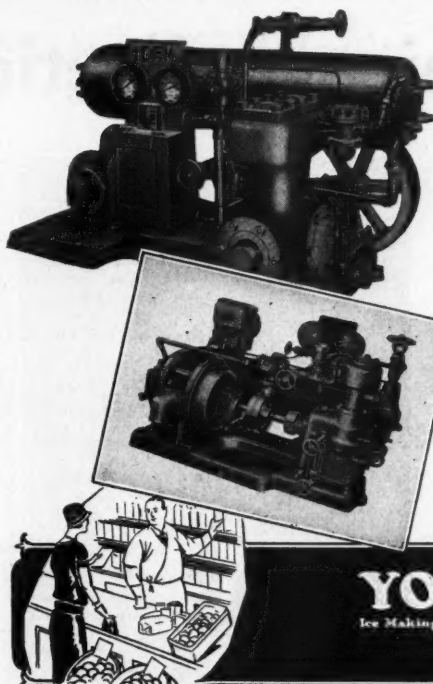
Harry L. Burnham, Strongsville, Ohio, a one-half ton, self-contained refrigerating machine.

Christian Zeier, 13 Rost Road, White Plains, N. Y., one 2-ton, self-contained refrigerating machine.

Robert Froelick, Fifty-eighth street and Thirty-eighth avenue, Woodside, L. I., N. Y., one 4-ton, self-contained refrigerating machine.

White House Market, Greensboro, N. C., one 4-ton, vertical, single-acting, belt-driven enclosed refrigerating machine and high pressure side complete.

William Dornbush, 74 Chatsworth avenue, Larchmont, N. Y., one 2-ton, self-contained refrigerating machine.



The York full automatic refrigerating unit is just the thing for the meat and produce market. Here is a machine obtainable in sizes ranging from one-half ton to eight tons daily capacity. It is a self-contained unit, direct-connected to motor, thus effecting an economy in power. It is small, compact, all parts readily accessible, and the entire unit is portable. Thousands of meat and produce men all over the country are eliminating waste and spoilage and conducting their establishments more profitably since installing York Equipment.

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Ice Making and Refrigerating Machinery Exclusively
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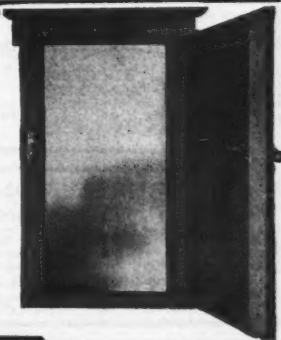
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Chicago Section

James Mullins, of the Amarillo Packing Co., Amarillo, Tex., stopped off in Chicago for a few days recently.

A. C. Hornberger, of the American Agricultural Chemical Co., New York City, was in Chicago this week.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 30,148 cattle, 9,118 calves, 46,894 hogs and 53,640 sheep.

Philip W. Jones, of the Jones Dairy Farm, famous sausage manufacturers, Fort Atkinson, Wis., was a Chicago visitor the latter part of the week.

Provision shipments from Chicago for the week ending Sept. 3, 1927, with comparisons, are reported as follows:

	Last wk.	Prev. wk.	Cor. week, 1926.
Cured meats, lbs.	19,188,000	19,356,000	16,194,000
Fresh meats, lbs.	35,499,000	33,999,000	35,397,000
Lard, lbs.	7,283,000	8,075,000	7,592,000

Prices realized on Swift & Company sales of carcass beef in Chicago for the week ending Sept. 3, 1927, on shipments sold out were as follows: Cows, common to good, 9½@15c; steers, common to good, 15@18c; steers, good to choice, 18@22c. The average was 16.06c a pound.

George W. Martin, superintendent of the plant of the C. A. Burnette Co., Chicago, died on September 2 after an illness of only a few days. Mr. Martin was a well-known packinghouse operating man, and had been superintendent of the Agar Packing Company's plant. Funeral services on September 6 were largely attended. Norton H. Burnette succeeds Mr. Martin as superintendent of the Burnette meat plant.

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T. A. CONNORS.

Who has stepped from the packing to the retail side of the meat industry as manager of the meat department of The Great Atlantic & Pacific Tea Co. for the Philadelphia territory.

Mr. Connors comes of a famous packing family, and is a chip off the old block. He joined Armour and Company in 1915, and after several years in the plants and as a beef salesman he was made beef superintendent at Philadelphia.

In 1919 he went to Great Britain as assistant superintendent for Armour at London, and in 1920 was made Armour manager at Antwerp, Belgium. A year later he became London manager, and in another year was assistant superintendent at New York City. In 1924 he was made superintendent for the Philadelphia territory, which position he recently resigned to take charge of the new A. & P. meat business in that section.

He enlisted in the World War as a private and was made captain, organizing Refrigerating Plant Co. No. 301 and operating the cold storage depot at Bassens, France. Later he was promoted to the Headquarters Staff at Tours in charge of requisitions and distribution of all frozen meats used by the A. E. F.

Mr. Connors is known throughout the trade as an able sales executive, and his enlistment on the distribution side is a promising sign for sound meat merchandising.

Packing House Products
Oldest Brokers in Our Line

Tallow Grease Provisions Oils
The Davidson Commission Co.
Tankage Bones Cracklings Hog Hair
Carcass Beef—F. S. Lard—Green Pork
Boneless Beef—Ref. Lard—Cured Pork
Quick Reliable Service Guaranteed
Eight Phones Postal Telegraph Building
All Working CHICAGO, ILL.

PACKERS ARCHITECTURAL & ENGINEERING CO.

WILLIAM H. KNEHANS, Chief Engineer

ABATTOIR PACKING AND COLD STORAGE PLANTS

Manhattan Building, Chicago, Ill.

Cable Address, Pacarco

Fred Krey, president of the Krey Packing Co., St. Louis, has been spending the summer at Colorado Springs, and is reported as being much improved in health.

C. W. Dieckmann, of the Specialty Manufacturers' Sales Company, returned this week from a fishing trip to Twin Lakes, Wis., where his family has been spending the summer.

A. C. Schueren, president of the Vaughan Company, Chicago, manufacturers of the famous "Jim Vaughan" electric meat cutter, left this week for a business and pleasure trip to Great Britain and the Continent, to be gone for several months.

FRYE BABY BEEF AT CHICAGO.

A string of 400 baby beefs were marketed in Chicago this week by Charles H. Frye, of Frye & Co., meat packers of Seattle, Wash. These yearling calves were said to be in wonderful condition, showing considerable bloom and evidence of long feeding, despite their journey of ten days from the Washington feedlots to the Chicago stockyards. They were marketed in Chicago rather than on the Pacific Coast, in the belief that their quality would command a better price on the central western market.

The bulk of the calves was bought by Armour and Company and Wilson & Co., with one lot going to an order buyer.

BUFFALO LIVESTOCK IN AUG.

The receipts and disposition of livestock at Buffalo, N. Y., during June, 1927, were as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Receipts	26,261	22,634	72,242	62,697
Shipments	13,772	17,950	38,831	47,938
Local slaughter.....	12,283	4,681	34,498	14,422

C. W. RILEY, Jr.
BROKER

2109 Union Central Bldg., Cincinnati, O.
Provisions, Oils, Greases and Tallow
Offerings Solicited

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Industrial Engineers

Specializing in
Waste Elimination
and

Labor Cost Reduction
Without Red Tape

4753 Broadway

Chicago

Meat Production and Consumption Statistics

Meat and livestock production and consumption figures for June, 1927, are compiled by the U. S. Department of Agricultural Economics and announced, with comparisons, as follows:

CATTLE, CALVES, BEEF, AND VEAL.

	3-yr. avg. ¹	June 1926.	1927.	Total or average January-June 3-yr. avg. ¹	1926.	1927.
Inspected slaughter:						
Cattle	751,192	852,115	798,816	4,481,002	4,704,659	4,574,102
Calves	453,963	480,273	429,579	2,591,965	2,648,202	2,575,875
Carcasses condemned:						
Cattle	5,734	6,503	5,594	45,129	50,974	36,434
Calves	788	858	716	6,961	6,872	6,703
Average live weight:						
Cattle, lbs.	956.67	965.97	935.83	966.50	969.56	951.73
Calves, lbs.	167.83	169.02	171.62	161.92	163.97	163.53
Average dressed weight:						
Cattle, lbs.	522.21	530.25	511.93	524.58	527.00	518.83
Calves, lbs.	98.37	99.16	100.14	95.09	96.74	96.81
Total dressed weight (carcass, not including condemned):						
Beef, lbs.	389,596,727	448,385,763	406,074,138	2,326,813,206	2,452,377,111	2,353,725,188
Veal, lbs.	43,910,982	47,538,791	42,946,341	245,131,771	255,061,130	248,313,452
Storage:						
Beginning of month—						
Fresh beef, lbs.	38,440,000	26,649,000	28,719,000	66,751,000	44,934,000	53,303,000
Cured beef, lbs.	25,982,000	25,930,000	21,694,000	26,260,000	26,160,000	25,805,000
End of month—						
Fresh beef, lbs.	32,492,000	23,997,000	23,261,000	57,892,000	38,958,000	45,121,000
Cured beef, lbs.	24,061,000	24,691,000	20,495,000	26,013,000	26,084,000	24,467,000
Exports:						
Fresh beef and veal, lbs.	182,937	145,282	84,510	1,521,181	1,354,676	932,442
Cured beef, lbs.	1,761,977	1,730,873	996,072	9,683,455	8,744,473	7,925,573
Canned beef, lbs.	181,583	149,232	283,939	1,135,302	1,374,512	1,726,060
Olse oil and stearin, lbs.	9,305,677	10,510,600	7,737,739	53,759,472	55,004,880	50,174,716
Tallow, lbs.	1,992,355	1,416,002	470,353	10,012,014	4,754,746	3,254,525
Imports: Fresh beef and veal, lbs.	1,686,819	1,251,422	2,230,602	9,114,153	8,824,968	10,816,527
Receipts, cattle and calves ²	1,763,506	1,871,280	1,732,048	10,486,947	10,677,760	10,490,062
Stock and feeder shipments ³	174,707	168,000	170,233	1,243,651	1,175,459	1,189,798
Cattle on farms, Jan. 1		59,148,000	57,521,000			
Price per 100 pounds:						
Cattle, average cost for slaughter	7.70	7.83	8.98	7.45	7.58	8.40
Calves, average cost for slaughter	8.44	9.98	10.46	9.15	10.08	10.45
At Chicago—						
Cattle, good steers	10.20	9.70	11.62	10.50	10.06	11.23
Veal calves	9.32	11.09	11.68	10.03	11.45	11.63
At eastern markets—						
Beef carcasses, good grade	15.85	15.79	18.03	15.68	15.62	17.11
Veal carcasses, good grade	16.84	18.78	18.58	18.32	20.09	19.93

HOGS, PORK, AND PORK PRODUCTS.

Inspected slaughter, hogs	3,816,187	3,429,508	4,252,923	24,283,539	21,079,106	23,093,341
Carcasses condemned	14,906	12,688	13,904	91,837	73,548	78,084
Average live weight, lbs.	235.29	246.08	238.24	227.70	238.54	233.94
Average dressed weight, lbs.	178.97	189.29	183.61	173.77	183.28	180.49
Total dressed weight (carcass, not including condemned), lbs.	678,107,939	648,769,858	778,271,196	4,175,945,620	3,845,100,576	4,150,581,407
Lard per 100 pounds live weight, lbs.	16.60	16.27	16.44	16.67	16.65	15.79
Storage:						
Beginning of month—						
Fresh pork, lbs.	116,580,000	117,366,000	211,742,000	163,556,000	107,930,000	172,644,000
Cured pork, lbs.	571,420,000	457,106,000	576,108,000	572,352,000	485,889,000	499,024,000
Lard, lbs.	124,356,000	106,824,000	111,976,000	96,379,000	90,184,000	83,388,000
End of month—						
Fresh pork, lbs.	158,600,000	120,707,000	220,847,000	172,537,000	118,288,000	193,177,000
Cured pork, lbs.	579,223,000	481,469,000	623,428,000	584,946,000	477,434,000	542,078,000
Lard, lbs.	139,655,000	120,527,000	147,318,000	111,157,000	93,193,000	99,609,000
Exports:						
Fresh pork, lbs.	982,286	873,818	455,461	13,015,860	8,646,907	4,017,625
Cured pork, lbs.	37,992,835	26,149,221	28,337,017	295,043,243	218,275,637	136,791,612
Canned pork, lbs.	328,213	457,103	565,937	2,511,591	3,645,552	3,913,983
Sausage, lbs.	790,334	604,639	732,252	6,070,683	4,536,342	4,577,496
Lard, lbs.	60,221,758	57,613,915	68,444,917	441,288,211	393,785,055	372,574,786
Imports: Fresh pork, lbs.	623,277	814,026	433,626	2,361,195	2,789,332	8,732,920
Receipts of hogs ²	3,648,753	3,142,861	3,752,190	24,738,381	20,569,852	21,790,539
Stock and feeder shipments ³	50,012	72,198	61,179	301,452	373,239	512,244
Hogs on farms Jan. 1		52,055,000	52,536,000			
Price per 100 pounds:						
Average cost for slaughter						
At Chicago—Live hogs, medium weight	11.11	14.01	8.96	10.60	12.80	10.67
At eastern markets—						
Fresh pork loins, 10 to 15 pounds	22.42	28.12	18.72	20.44	25.98	21.23
Shoulders, skinned	18.40	21.61	14.00	15.40	19.78	17.19
Picnics, 6 to 8 pounds	14.99	20.30	13.80	13.93	18.10	15.78
Butts, Boston style	20.19	26.25	16.22	18.70	23.59	20.38
Bacon, breakfast	27.20	32.97	24.20	25.36	29.78	26.05
Hams, smoked	26.86	34.30	23.55	24.81	29.75	25.48
Lard, hardwood tubs	15.67	17.60	13.49	15.35	16.27	13.74

SHEEP, LAMB, AND MUTTON.

Inspected slaughter, sheep and lambs	1,018,524	1,080,886	1,058,150	5,917,217	6,223,480	6,158,618
Carcasses condemned	806	936	1,056	5,917	6,377	6,973
Average live weight, lbs.	74.20	75.18	75.06	83.05	83.60	82.31
Average dressed weight, lbs.	36.45	36.87	37.01	39.50	39.90	39.13
Total dressed weight (carcass, not including condemned), lbs.	37,110,734	39,817,756	39,123,049	233,466,113	248,108,240	240,613,411
Storage, fresh lambs and mutton:						
Beginning of month, lbs.	1,961,000	1,697,000	1,210,000	2,307,000	2,483,000	3,182,000
End of month, lbs.	2,108,000	1,871,000	1,360,000	2,256,000	2,492,000	2,649,000
Exports, fresh lamb and mutton ² , lbs.	222,296	193,151	193,762	666,299	596,991	405,063
Imports, fresh lamb and mutton, lbs.	181,210	225,486	92,957	1,054,818	1,045,473	532,681
Receipts of sheep ²	1,688,631	1,912,615	1,837,997	9,257,026	9,869,847	10,162,390
Stock and feeder shipments ³	176,000	238,287	257,208	775,726	837,996	1,118,079
Sheep on farms January 1		39,864,000	41,909,000			
Price per 100 pounds:						
Average cost for slaughter	13.33	13.86	13.71	13.75	13.31	13.58
At Chicago—						
Lambs, 84 pounds down, medium to prime	14.84	15.83	15.33	14.71	14.28	14.15
Sheep, medium to choice	6.49	5.85	5.88	8.44	8.40	7.80
At eastern markets—						
Lamb carcasses, good grade	28.43	30.67	29.00	26.22	26.70	27.34
Mutton, good grade	14.89	15.09	14.29	16.08	16.44	16.46

¹ 1924, 1925, and 1926.

² Including reexports.

³ Public stockyards.

CHICAGO LIVESTOCK.

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Aug. 29	21,200	6,468	39,665	9,362
Tues., Aug. 30	12,770	2,350	27,777	11,407
Wed., Aug. 31	9,682	1,542	13,021	19,686
Thurs., Sept. 1	9,690	2,153	24,878	28,167
Fri., Sept. 2	2,263	650	11,758	14,315
Sat., Sept. 3	400	100	2,500	1,000
Total last week	56,005	10,263	120,490	83,937
Previous week	59,782	14,352	126,032	98,749
Year ago	70,174	15,435	108,857	103,502
Two years ago	62,229	14,622	112,177	117,720

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Aug. 29	5,821	193	13,000	445
Tues., Aug. 30	3,931	316	9,694	2,463
Wed., Aug. 31	5,228	56	6,611	3,182
Thurs., Sept. 1	3,872	21	6,244	6,478
Fri., Sept. 2	1,955		8,213	8,246
Sat., Sept. 3	200		1,000	1,000
Total last week	21,007	586	44,752	21,814
Previous week	19,455	348	40,381	27,987
Year ago	21,653	805	33,852	43,521
Two years ago	24,480	1,505	22,862	38,029

Receipts at Chicago Stock Yards thus far this year to Sept. 3, with comparative totals:

	1927.	1926.
Cattle	1,918,795	2,030,386
Calves	495,930	527,407
Hogs	5,232,362	4,759,811
Sheep	2,433,206	2,691,353

Combined weekly hog receipts at eleven markets for week ending Sept. 3, with comparisons:

	1927.	1926.
Previous week	399,000	421,000
1926	410,000	410,000
1925	419,000	419,000
1924	506,000	506,000
1923	506,000	506,000
1922	408,000	408,000

Combined receipts at seven markets for the week ending Sept. 3, with comparisons:

	*Cattle.	Hogs.	Sheep.
Week ending Sept. 3	217,000	332,000	279,000
Previous week	211,000	352,000	281,000
1926	230,000	331,000	309,000
1925	254,000	339,000	270,000
1924	224,000	441,000	304,000
1923	295,000	463,000	287,000
1922	237,000	313,000	186,000

Combined receipts at seven points for the year to Sept. 3, with comparisons:

	*Cattle.	Hogs.	Sheep.
1927	5,969,000	15,992,000	6,761,000
1926	6,916,000	15,402,000	7,203,000
1925	6,741,000	17,893,000	6,686,000
1924	6,705,000	21,612,000	6,772,000
1923	7,013,000	21,231,000	6,778,000
1922	6,534,000	15,827,000	6,388,000

*Previous to 1927 calves at Omaha, St. Louis and St. Joseph counted as cattle.

Chicago Stock Yards receipts, average weight and top average price for hogs, with comparisons:

	Average Number received	Weight lbs.	Prices—Top.	Average.
*This week	126,500	256	\$11.10	\$ 9.50
Previous week	126,032	250	10.85	9.10
1926	108,857	271	14.60	11.65
1925	112,177	251	13.60	12.00
1924	125,932	243	10.35	9.60
1923	150,426	242	9.75	8.45
1922	105,788	251	9.75	8.00
Av. 1922-1926	120,600	252	\$11.00	\$ 9.95

*Receipts and average weight for week ending Sept. 3, 1927, unofficial.

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ending Sept. 3	\$11.75	\$ 9.50	\$ 5.90	\$13.40
Previous week	11.80	9.10	6.00	13.45
1926	10.00	11.65	5.65	14.25
1925	11.35	12.00	7.10	15.00
1924	10.00	9.60	6.25	13.40
1923	10.40	8.45	7.15	12.95
1922	9.75	8.00	6.40	12.50

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

CASH PRICES.

Based on Actual Carlot Trading, Thursday, Sept. 8, 1927.

Regular Hams.			S. P.
Green			
8-10	17%	18%	@ 19%
12-14	17%	18	@ 18 1/2
14-16	17 1/2	17 1/2	@ 17 1/2
16-18	17	17	@ 17 1/2
18-20	17	16 1/2	
10-16	Range.	17 1/2	
16-22		17	
S. P. Boiling Hams.			
H. Run.			Select.
16-18	16 1/2	17	
18-20	16 1/2	17	
20-22	16	16 1/2	
S. P. Skinned Hams.			
			(Boiling Age)
16-18		17 1/2	
18-20		16 1/2	
20-22		15	
Skinned Hams.			
Green			S. P.
10-14	17 1/2	17 1/2	
14-16	17 1/2	17 1/2	
16-18	17	17	
18-20	16	16	
20-22	14 1/2	14 1/2	
22-24	13 1/2	14	
24-26	13 1/2	13 1/2	
26-30	12 1/2	13 1/2	
30-35	11 1/2	12 1/2	
Picnics.			
Green			S. P.
4-6	13 1/2	13 1/2	
6-8	12 1/2	12 1/2 @ 12 1/2	
8-10	10	10 1/2	
10-12	9 1/2	10	
12-14	9 1/2	10	
Bellies*.			
Green			S. P.
6-8	22 1/2	23	
8-10	20 1/2	21	
10-12	20	20 1/2	
12-14	18 1/2	19	
14-16	17	17 1/2	
16-20	16 1/2	17	
*Square Cut and Seedless.			
D. S. Bellies*.			
Clear			Rib
16-18	14%		
18-20	13%		
20-25	13%		13%
25-30	13%		13%
30-35	13 1/2		13 1/2
35-40	13 1/2		13 1/2
40-50	12%		12%
*Fully cured.			
D. S. Fat Backs.			
8-10		11	
10-12		11 1/2	
12-14		12	
14-16		13	
16-18		13 1/2	
18-20		13 1/2	
20-25		14	
D. S. Rough Ribs.			
40-50		12.75	
50-60		12.50	
60-70		12.00	
70-80		11.75	
Other D. S. Meats			
Extra Short Clears	35-45	12	
Extra Short Ribs	35-45	12	
Regular Plates	6-8	10 1/2	
Clear Plates	4-6	10 1/2	
Jowl Butts		10 1/2	

LARD AND GREASE EXPORTS.

Exports of lard from New York, Sept. 1, 1927, to Sept. 7, 1927, 7,171,585 lbs.; tallow, 118,000 lbs.; grease, 520,800 lbs.; stearine, none.

FUTURE PRICES.

Official Board of Trade Range of Prices.

SATURDAY, SEPT. 3, 1927.

Open.	High.	Low.	Close.
Sept. 13.10	13.25	13.10	13.20
Oct. 13.20	13.30	13.20	13.25
Jan. 13.87%	13.87%	13.77%	13.82%
CLEAR BELLIES—			
Sept. 13.62%	13.70	13.62%	13.65
Oct. 13.75	13.75	13.65	13.70
SHORT RIBS—			
Sept.	Nominal		11.87%
Oct. 12.10	12.10	12.10	12.10

MONDAY, SEPT. 5, 1927.

Holiday.

TUESDAY, SEPT. 6, 1927.

Open.	High.	Low.	Close.
Sept. 13.15	13.15	13.12%	13.12%ax
Oct. 13.25	13.25	13.15	13.17%b
Nov. 13.35	13.35	13.25	13.30ax
Dec. 13.82%	13.82%	13.65	13.55b
Jan. 13.97%	13.97%	13.87%	13.80ax
May 13.97%	13.97%	13.97%	13.97%
July			14.15a
CLEAR BELLIES—			
Sept. 13.75	13.75	13.75	13.65ax
Oct. 13.27%	13.27%	13.20	13.75ax
Nov. 13.35	13.35	13.25	13.77%an
Dec. 13.62%	13.62%	13.57%	13.55b
Jan. 13.97%	13.97%	13.87%	13.80ax
May 13.97%	13.97%	13.97%	13.97%
July			14.15a
SHORT RIBS—			
Sept.			11.87%an
Oct.			12.05ax
Nov.			12.05ax
Dec.			12.05ax
Jan. 12.90	12.90	12.75	12.85

WEDNESDAY, SEPT. 7, 1927.

Open.	High.	Low.	Close.
Sept. 13.15	13.17%	13.10	13.02%ax
Oct. 13.27%	13.27%	13.20	13.10
Nov. 13.35	13.35	13.25	13.20ax
Dec. 13.62%	13.62%	13.57%	13.55b
Jan. 13.97%	13.97%	13.87%	13.80ax
May 13.97%	13.97%	13.97%	13.97%
July			14.15a
CLEAR BELLIES—			
Sept. 13.70	13.70	13.70	13.65n
Oct. 13.27%	13.27%	13.20	13.75ax
Nov. 13.35	13.35	13.25	13.77%an
Dec. 13.62%	13.62%	13.57%	13.55b
Jan. 13.97%	13.97%	13.87%	13.80ax
May 13.97%	13.97%	13.97%	13.97%
July			14.15a
SHORT RIBS—			
Sept.			11.85b
Oct.			12.02%ax
Nov.			12.02%ax
Dec.			12.02%ax
Jan. 12.90	12.90	12.75	12.85n

THURSDAY, SEPT. 8, 1927.

Open.	High.	Low.	Close.
Sept. 12.97%	13.25	12.97%	13.22%
Oct. 13.05	13.30	13.02%	13.27%ax
Nov. 13.15	13.40	13.12%	13.37%
Dec. 13.35	13.50	13.25	13.45ax
Jan. 13.55	13.75	13.47%	13.75b
May 13.85	14.07%	13.80	13.90ax
July			14.07%
CLEAR BELLIES—			
Sept. 13.50	13.60	13.50	13.60b
Oct. 13.60	13.65	13.60	13.65b
Nov. 13.67%	13.67%	13.65	13.65ax
Dec. 13.67%	13.67%	13.65	13.65ax
Jan. 13.67%	13.67%	13.65	13.65ax
May 13.67%	13.67%	13.65	13.65ax
July			13.65ax
SHORT RIBS—			
Sept.			11.85n
Oct.			11.85
Nov.			12.00
Dec.			12.00
Jan. 12.75	12.75	12.70	12.70

FRIDAY, SEPTEMBER 9, 1927.

Open.	High.	Low.	Close.
Sept. 13.30	13.42%	13.25	13.25ax
Oct. 13.35-40	13.50	13.30	13.30b
Nov. 13.47%	13.60	13.40	13.40b
Dec. 13.65	13.67%	13.50	13.50ax
Jan. 13.80-85	13.95	13.77%	13.77%
May 14.05	14.05	13.85	13.95ax
July 14.20	14.22%	14.07-10	14.07-10ax
CLEAR BELLIES—			
Sept. 14.07%	14.10	14.07%	14.10
Oct. 13.75	14.05	13.75	13.85
Nov. 13.87%	14.10	13.87%	14.10b
Dec.			14.25n
SHORT RIBS—			
Sept.			12.05n
Oct. 12.07%	12.07%	12.07%	12.07%
Nov.			12.07%
Dec.			12.07%
Jan.			12.80b

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Old Colony Building,
Chicago, Ill.

CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, Sept. 8, 1927, with comparisons, were as follows:

	Week ending Sept. 8, 1927.	Prev. week.	Cor. week, 1926.
Armour & Co.	3,175	4,692	4,164
Anglo-American Prov. Co.	1,368	2,726	208
Swift & Co.	4,213	6,493	5,488
G. H. Hammond Co.	1,896	3,057	1,893
Morris & Co.	2,083	3,150	3,234
Wilson & Co.	4,731	5,959	5,053
Boyd-Linham Co.	1,567	1,065	1,308
Western Pkg. & Prov. Co.	8,366	8,750	5,566
Roberts & Oake	3,430	2,790	2,625
Miller & Hart	2,935	2,930	2,573
Independent Pkg. Co.	1,372	570	5,440
Brennan Pkg. Co.	4,809	5,850	3,550
Agar Packing Co.	2,942	2,875	1,692
Total	42,887	50,826	42,757

CHICAGO RETAIL FRESH MEATS

Beef.

	No. 1.	No. 2.	No. 3.
Rib roast, heavy end	25	22	12
Rib roast, light end	40	28	20
Chuck roast	26	20	14
Steaks, round	45	30	20
Steaks, sirloin, first cut	45	32	22
Steaks, porterhouse	50	37	25
Steaks, flank	28	25	18
Beef stew, chuck	20	18	12%
Corned briskets, boneless	24	22	18
Corned plates	16	12	10
Corned rumps, boneless	25	22	18

Lamb.

	Good.	Com.
Hindquarters	35	25
Legs	40	30
Stews	20	15
Chops, shoulder	25	20
Chops, rib and loin	55	25

Mutton.

Legs	26	..
Stew	10	..
Shoulders	16	..
Chops, rib and loin	35	..

Pork.

Loins, whole, 8@10 av.	32	@35
Loins, whole, 10@12 av.	30	@32
Loins, whole, 12@14 av.	25	@27
Loins, whole, 14 and over	22	@25
Chops	34	@36
Shoulders	18	@20
Butts	20	@20
Spareribs	20	@20
Hocks	14	@14
Leaf lard, unrendered	15	@15

Veal.

Hindquarters	36	@40
Forequarters	18	@24
Legs	36	@40
Breasts	14	@18
Shoulders	12	@24
Cutlets	45	@45
Rib and loin chops	45	@45

Butchers' Offal.

Suet	@ 6.
Shop fat	@ 3.
Bones, per 100 lbs.	@50
Calf skins	@17
Kips	@20
Deacons	@12

CURING MATERIALS.

	Bbls.	Sacks.
Nitrite of Soda, 1. c. l. Chicago	9%	..
Double refined saltpetre, grand, l.c.l.	6%	5%
Crystals	8	7%
Double refined nitrate of soda, f. o. b. N. Y. S. S., carloads	3%	3%
Less than carloads, granulated	4%	4
Crystals	5%	5
Kegs, 100@200 lbs., 1c more	..	..
Boric acid, in carloads, powdered, in bbls.	8%	8%
Crystals to powdered, in bbls., in 5-ton lots or more	9%	9%
In bbls., in less than 5-ton lots	8%	9
Borax, carloads, powdered, in bbls.	5	4%
In ton lots, gran. or powdered, in bbls.	5	4%
Salt—		
Granulated, car lots, per ton, f.o.b. Chicago		\$6.00
Medium, car lots, per ton, f.o.b. Chicago		9.10
Rock, carlots, per ton, f.o.b. Chicago		6.10
Sugar—		
Raw sugar, 96 basis, f. o. b. New Orleans	@5.02	
Second sugar, 90 basis	None	
Syrup, testing 63 and 65 combined sucrose and invert, New York	@ .40	
Standard granulated f. o. b. refiners (2%)	@5.90	
Packers' curing sugar, 100 lbs. bags, f.o.b.		
Packers' curing sugar, 250 lbs. bags, f.o.b.		
Reserve, La., less 2%	@5.40	

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.		Week ending, Sept. 10, 1926.		Cor. week, 1926.	
Prime native steers.....	20	@22	17	@18½	
Good native steers.....	18	@19	15	@17	
Medium steers.....	16	@17	14	@16	
Helpers, good.....	13	@18	13	@16	
Cows.....	11	@16	10	@14	
Hind quarters, choice.....		@27		@23	
Fore quarters, choice.....		@16		@14	

Beef Cuts.

Steer Loins, No. 1.....	@45	@20
Steer Loins, No. 2.....	@40	@18
Steer Short Loins, No. 1.....	@40	@18
Steer Short Loins, No. 2.....	@38	@16
Steer Loin Ends (hips).....	@31	@22
Steer Loin Ends, No. 2.....	@30	@22
Cow Loins.....	@18	@21
Cow Short Loins.....	@36	@27
Cow Loin Ends (hips).....	@18	@17
Steer Ribs, No. 1.....	@28	@20
Steer Ribs, No. 2.....	@28	@20
Cow Ribs, No. 1.....	@18	@16
Cow Ribs, No. 2.....	@18	@16
Cow Ribs, No. 3.....	@11	@12
Steer Rounds, No. 1.....	@21	@17½
Steer Rounds, No. 2.....	@20½	@17
Steer Chucks, No. 1.....	@14½	@12
Steer Chucks, No. 2.....	@13½	@11½
Cow Rounds.....	@17	@15
Cow Chucks.....	@12	@10½
Steer Plates.....	@12	@9
Medium Plates.....	@10	@8
Briskets, No. 1.....	@12	@12
Briskets, No. 2.....	@8	@7
Steer Navel Ends.....	@7½	@7
Cow Navel Ends.....	@7½	@7
Fore Shanks.....	@8	@6½
Hind Shanks.....	@8	@6½
Rolls.....	@20	@20
Strip Loins, No. 1, boneless.....	@40	@45
Strip Loins, No. 2.....	@40	@45
Strip Loins, No. 3.....	@34	@35
Sirloin Butts, No. 1.....	@34	@28
Sirloin Butts, No. 2.....	@27	@25
Sirloin Butts, No. 3.....	@15	@15
Beef Tenderloins, No. 1.....	@65	@65
Beef Tenderloins, No. 2.....	@60	@60
Rump Butts.....	@18	@18
Flank Steaks.....	@20	@14
Shoulder Cuts.....	@15	@15
Hanging Tenderloins.....	@10	@10

Beef Products.

Brains (per lb.).....	@10	9 @10
Hearts.....	@11	@12
Tongues.....	@20½	@35
Sweetbreads.....	@38	@38
Ox-Tail, per lb.....	5 @8	2 @8
Fresh Tripe, plain.....	@6	@4
Fresh Tripe, H. C.....	@7½	@6½
Livers.....	@12½	@13
Kidneys, per lb.....	@10½	@10½

Veal.

Choice Carcass.....	@22	23 @24
Good Carcass.....	@20	20 @22
Good Saddles.....	@28	28 @32
Good Backs.....	@15	16 @17
Medium Backs.....	@10	10 @14

Veal Products.

Brains, each.....	@12	@11
Sweetbreads.....	@65	50 @60
Calf Livers.....	@47	@41

Lamb.

Choice Lambs.....	@25	20 @30
Medium Lambs.....	@25	20 @28
Choice Saddles.....	@30	33 @34
Medium Saddles.....	@28	28 @30
Choice Fores.....	@20	@23
Medium Fores.....	@18	@21
Lamb Pries, per lb.....	@32	@32
Lamb Tongues, each.....	@13	@13
Lamb Kidneys, per lb.....	@25	@25

Mutton.

Heavy Sheep.....	@9	8 @9
Light Sheep.....	@14	12 @14
Heavy Saddles.....	@12	@12
Light Saddles.....	@17	@18
Heavy Fores.....	@7	@8
Light Fores.....	@12	@14
Mutton Legs.....	@20	@20
Mutton Loins.....	@20	@18
Mutton Stew.....	@8	@9
Sheep Tongues, each.....	@13	@13
Sheep Heads, each.....	@10	@10

Fresh Pork, Etc.

Dressed Hogs.....	@19	@25
Pork Loins, 8@10 lbs. avg.....	@23	@32
Hams.....	@22	@29
Belies.....	@26	@29
Casas.....	@15	@20
Skinned Shoulders.....	@13	17½ @18
Tenderloins.....	@45	45 @47
Spare Ribs.....	@10	12½ @13½
Leaf Lard.....	@15	@15½
Back Fat.....	@14	15 @16
Butts.....	@16	23 @24
Hocks.....	@14	@15
Tails.....	@11	14 @15
Neck Bones.....	@4	3½ @4½
Tail Bones.....	@12	@12
Slip Bones.....	@9	@9
Blade Bones.....	@15	@13
Pigs' Feet.....	@5	@6
Kidneys, per lb.....	@8	8 @9
Livers.....	@2	@5
Brains.....	@13	@15
Bars.....	@6	@9
Snouts.....	@8	@8
Heads.....	@10	@10

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. cartons.....	@27
Country style sausage, fresh in link.....	@19
Country style sausage, fresh in bulk.....	@17
Country style sausage, smoked.....	@24
Mixed sausage, fresh.....	@16
Frankfurts in sheep casings.....	@21
Frankfurts in hog casings.....	@19
Bologna in beef bungs, choice.....	@18
Bologna in cloth, paraffined, choice.....	@14½
Bologna in beef middles, choice.....	@16
Liver sausage in beef bungs.....	@13
Liver sausage in beef rounds.....	@17
Head cheese.....	@17
New England luncheon specialty.....	@26
Liberty luncheon specialty.....	@21
Mixed luncheon specialty.....	@21
Tongue sausage.....	@25
Blood sausage.....	@17
Polish sausage.....	@18
Souse.....	@15

DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	@51
Cervelat, choice, in hog bungs.....	@49
Cervelat, new condition, in beef middles.....	@23
Thuringer Cervelat.....	@20
Farmer.....	@30
Holsteiner.....	@29
B. C. Salami, choice.....	@48
Milano Salami, choice in hog bungs.....	@49
B. C. Salami, new condition.....	@26
Frises, choice, in hog middles.....	@42
Genoa style Salami.....	@56
Pepperoni.....	@40
Mortadella, new condition.....	@26
Capiccoli.....	@54
Italian style hams.....	@42
Virginia hams.....	@53

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	\$6.50
Large tins, 1 to crate.....	7.50
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	8.00
Large tins, 1 to crate.....	9.00
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	8.50
Smoked link sausage in pork casings—	
Small tins, 2 to crate.....	7.00
Large tins, 1 to crate.....	8.00

SAUSAGE MATERIALS.

Regular pork trimmings.....	10½ @11
Special lean pork trimmings.....	13½ @14
Extra lean pork trimmings.....	15½ @16
Neck bone trimmings.....	10½ @11
Pork cheek meat.....	10½ @11
Pork hearts.....	6½ @7
Fancy boneless bull meat (heavy).....	@12½
Boneless chucks.....	@11½
Shank meat.....	@10½
Beef trimmings.....	@9½
Beef hearts.....	7½ @7¾
Beef cheeks (trimmed).....	@10
Dr. canner cows, 300 lbs. and up.....	@8½
Dressed cutters, 350 lbs. and up.....	@8½
Dr. bologna bulls, 500@700 lbs.....	@9
Beef tripe.....	3½ @4
Cured pork tongues (can. trim.).....	@14½

(These are prices to wholesalers, on material packed in new slack barrels for shipment.)

SAUSAGE CASINGS.

(F. O. B. CHICAGO)	
Beef Casings:	
Domestic rounds.....	21 @23
Wide export rounds.....	43 @45
Medium export rounds.....	26 @27
Narrow export rounds.....	35 @36
No. 1 weasands.....	6 @7
No. 2 weasands.....	6 @7
No. 1 domestic bungs.....	@24
No. 2 bungs.....	@15
Regular middles (house run).....	\$1.15@1.20
Selected wide middles.....	2.25@2.50
Dried bladders:	
12/15.....	@1.90
10/12.....	@1.90
8/10.....	1.50@1.60
6/8.....	1.25@1.35

Hog Casings:	
Narrows, per 100 yds.....	@3.37
Narrows, med., per 100 yds.....	2.15@2.25
Mediums, per 100 yds.....	1.85@2.00
Wides, per 100 yds.....	@1.38
Export bungs.....	@.42
Large prime bungs.....	28@.29
Medium prime bungs.....	14@.16
Small prime bungs.....	10@.12
Middles.....	10@.18
Stomachs.....	.06@.08
Bladders.....	

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	\$14.00
Honeycomb tripe, 200-lb. bbl.....	16.00
Pocket honeycomb tripe, 200-lb. bbl.....	18.00
Pork feet, 200-lb. bbl.....	17.50
Pork tongue, 200-lb. bbl.....	68.00
Lamb tongues, long cut, 200-lb. bbl.....	42.00
Lamb tongues, short cut, 200-lb. bbl.....	51.00

BARRELED PORK AND BEEF.

Mess pork, regular.....	29.00
Family back pork, 20 to 34 pieces.....	30.00
Family back pork, 35 to 45 pieces.....	33.00
Clear back pork, 40 to 50 pieces.....	27.00
Clear plate pork, 35 to 45 pieces.....	22.00
Clear plate pork, 25 to 35 pieces.....	23.00
Brisket pork.....	29.00
Bean pork.....	20.75
Plate beef.....	20.50
Extra plate beef, 200 lb. bbls.....	21.50

COOPERAGE.

Ash pork barrels, black iron hoops.....	\$1.67½ @1.72½
Oak pork barrels, black iron hoops.....	1.90 @1.95
Ash pork barrels, galv. iron hoops.....	1.87½ @1.92½
White oak ham tierces.....	@2.40
Red oak ham tierces.....	2.52½ @2.55
White oak ham tierces.....	2.72½ @2.75

OLEOMARGARINE.

Highest grade natural color animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	@23
White animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	@20½
Nut margarine, 1 lb. cartons, f.o.b. Chicago (30 and 90 lb. solid packed tubs, 10 per lb. less.).....	@18
Pastry oleomargarine, 60-lb. tubs, f.o.b. Chicago.....	@15

DRY SALT MEATS.

Extra short clears.....	@12½
Extra short ribs.....	@12½
Short clear middles, 60-lb. avg.....	@13
Standard bacon, 12@12 lbs.....	@13½
Clear bellies, 14@16 lbs.....	@13½
Rib bellies, 20@25 lbs.....	@13½
Rib bellies, 25@30 lbs.....	@13½
Fat backs, 10@12 lbs.....	@10½
Fat backs, 12@14 lbs.....	@11½
Fat backs, 14@16 lbs.....	@12½
Regular plates.....	@10
Butts.....	@9½

WHOLESALE SMOKED MEATS.

Regular hams, fancy, 14@16 lbs.....	@22½
Skinned hams, fancy, 16@18 lbs.....	@24
Standard regular hams, 12@14 lbs.....	@24½
Picnics, 6@8 lbs.....	@17½
Standard bacon, 4@6 lbs.....	@37½
Standard bacon, 10@12 lbs.....	@32½
Standard bacon, 12@14 lbs.....	@31
Standard bacon strips, 6@7 lbs.....	@25½
Cooked hams, choice, skin on, surplus fat off.....	@33
Cooked hams, choice, skinned, surplus fat off.....	@34
Cooked hams, choice, skinned, surplus fat off.....	@35
Cooked picnics, skin on, surplus fat off.....	@23
Cooked picnics, skinned, surplus fat off.....	@24
Cooked loin roll, smoked.....	@42

ANIMAL OILS.

Prime lard oil.....	15½ @15½
Extra winter strained.....	12 @12½
Extra lard oil.....	11½ @11½
Extra No. 1 lard.....	10½ @11½
No. 1 lard oil.....	10 @10½
No. 2 lard oil.....	9½ @10½
Pure neatfoot oil.....	14½ @15
Extra neatfoot oil.....	10½ @11½
No. 1 Neatfoot Oil.....	10 @10½
Acidless tallow oil.....	10½ @10½

LARD (Unrefined).

Prime, steam cash, tierces.....	@13.05
Prime, steam loose.....	@12.32
Leaf, raw.....	@12.50
Neutral lard.....	@14.75

LARD (Refined).

Pure lard, kettle rendered, per lb., loose.....	@13.25
Pure lard, tierces.....	@13.25
Compound.....	@11.75

OLEO OIL AND STEARINE.

Oleo oil, extra.....	@13½
Oleo stocks.....	@12½
Prime No. 1 oleo oil.....	11½ @11½
Prime No. 2 oleo oil.....	11½ @11½
No. 3 oleo oil.....	@11
Prime oleo stearine, edible.....	10 @10½

TALLOWES AND GREASES.

Edible tallow, under 2% acid, 45 titre.....	9½ @10
Prime packers' tallow.....	8½ @8½
No. 1 tallow, basis 10% f.f.a., 42 titre.....	7½ @8
No. 2 tallow, basis 40% f.f.a., 40 titre.....	6½ @6½
Choice white grease, max. 4% acid, loose, Chicago.....	8½ @9
B-White grease, max. 5% acid.....	7½ @8
Yellow grease, 12-15 f.f.a.....	7½ @7½
Brown grease, 40 f.f.a.....	6½ @6½

VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b. Valley points, nom., prompt.....	9½ @10
White, deodorized in bbls., c.a.f. Chicago.....	12½ @12½
Yellow, deodorized in bbls.....	12½ @12½
Soy stock, 50% f.f.a. basis, f.o.b. mills.....	@2
Corn oil in tanks, f.o.b. mills.....	@10
Soya bean oil, seller's tank, f.o.b. coast nom.....	9½ @9½
Cocanut oil, seller's tank, f.o.b. coast.....	8½ @8½
Refined in bbls., c.a.f. Chicago, nom.....	10½ @10½

FERTILIZERS.

Blood, unground and ground.....	\$ 4.75@ 5.00
Hoofmeal.....	3.25@ 3.50
Ground fertilizer tankage, 10 to 12%.....	4.75@ 5.00
Ground fertilizer tankage, 6 to 9%.....	4.25@ 4.50
Crushed and unground tankage.....	4.00@ 4.25
Ground raw bone, per ton.....	32.00@36.00
Ground steam bone, per ton.....	32.00@34.00
Unground steam bone, per ton.....	31.00@33.00
Unground bone tankage, per ton.....	24.00@25.00

HORNS, HOOFS AND BONES.

No. 1 horns, 75 lb. average per ton.....	\$185.00@200.00
No. 2 horns, 40 lb. average, per ton.....	125.00@135.00
Horns, black and striped.....	75.00@80.00
Horns, white.....	70.00@75.00
Round shin bones, heavies.....	90.00@100.00
Round shin bones, lights and med.....	55.00@ 65.00
Heavy fats.....	45.00@ 50.00
Light fats.....	45.00@ 50.00
Thigh bones, heavies.....	75.00@100.00
Thigh bones, light and med.....	85.00@ 90.00
Buttock bones.....	45.00@ 50.00

Note—These quotations apply to No. 1 product, which must be assorted, free from grease spots and cracks, hard and clean, uniform as to cut and weight. Packed in double bags and carload lots. Quotations on unselected stock will be found in "Packinghouse By-Products Markets" reports on another page.

Retail Section

Building Up a Business

Some Ways to Attract Customers and Win and Hold Trade

Success in the retail meat business is not a matter of chance.

It is won by knowing the rules of the game and using them in the business.

Any ordinary person, perhaps, can run a retail meat business and "get by" in a small way. To make a real success, however, the retailer, by hard, consistent efforts, must try to make himself a better business man than the average.

In this article, the last of a series, Lawrence A. Adams tells of the more important needs for success in retail meat selling. He outlines what can be done to induce people to visit the store and try the merchandise and the service, and what steps can be taken to retain their good-will and their patronage.

Mr. Adams is a specialist in retail meat merchandising, and has made a long study of the subject. The suggestions he gives are worth knowing and following.

This is the seventh of a series of articles by Mr. Adams. The first appeared in the Nov. 20 issue of THE NATIONAL PROVISIONER; the second on Jan. 2, 1927; the third on Feb. 13, 1927; the fourth on April 9, 1927; the fifth on July 2, 1927, and the sixth on July 23, 1927.

Making Store Attractive

By Lawrence A. Adams.

Success is an illusive attainment although it is sought by every merchant.

Failures among retailers are so great in number that it is evident that success is attained by a percentage that is notably small.

Studies made by the U. S. Department of Agriculture indicate that thousands of merchants struggle along and make so little out of their shops that they would be equally or better off financially if they could sell their shops and work for others as meat cutters.

Accordingly the retail meat trade does not hold out promise of fabulous reward to the merchant who is contemplating opening a shop. Certainly there appears to be little promise in it for the "average merchant."

Shop Should Be Attractive.

The answer is for the ambitious merchant, through conscientious effort, to become better than the average. This demands sincere effort on his part to make his store exceptionally attractive to customers.

Each preceding article in this series has pointed out some way of making shops more attractive. In this discussion, which is the last in the series, an attempt will be made to summarize some of the more important ways whereby merchants may attract new customers and hold old ones.

Listing some of these, without attempting to place them according to their relative importance, the following should be considered:

Location of shop.
Appearance of the shop from the outside.
Neat appearance within.
Sanitation.
Courtesy.
Personal attention to customers.
Giving type of service desired by customers.

Intelligent advertising.
A quality of meat desired by customers at a price which is just.

In the brief space which remains, it will be well to emphasize once again important consideration under the above topics:

Shop Location Important.

First: Location of a meat shop is important. It has been demonstrated that the neighborhood shop is of increasing importance. This, of course, applies only to cities of fair size.

One needs to inspect but one of many important American cities to realize that the chain store development has been responsible largely for this, and the neighborhood shopping district has assumed an importance that was unknown 10 years ago.

As shops must be geographically convenient to customers, it is important that they be located in sections where there are enough families to support a shop. No shop should be located where it would not be possible to secure trade from a minimum of about 250 families and for a shop

of fair size this number of families should be larger. Location is of basic importance.

Outside appearance of a store will often determine whether a new resident will enter your place of business or that of a competitor. Unless you can get people to try your store, you will fail. Once a customer has tried your goods and your service she will remain with you if she is pleased.

Tooth paste companies often give away free samples in order to get people to try their product. The butcher cannot very well give away free samples and must seek other ways of encouraging people to become acquainted.

A clean, attractive store front is the best way to accomplish this. It is a form of advertising which requires but little outlay and will yield a better return than many other forms of advertising.

Cleanliness Necessary.

And, of course, the inside must sustain the impression of cleanliness that is gained from the outside. Sanitation is more than a fad today. It represents a more serious consideration of food handling by the American housewife. Accordingly, it is necessary to impress customers that the meat is handled under sanitary conditions.

This is basically necessary but there is something more necessary to impress the housewife. It is neatness. Unless a shop is neat the impression of sanitation will not get across.

Look around your shop and see if the food could not be arranged more orderly, if there are unnecessary scraps showing, or if the glass in the show cases is polished regularly. These are the things that the housewife sees quickly and upon which she loses her impression of sanitation.

One of the easiest ways to hold customers is one of the things most often overlooked. It is the personal attitude of the salesman. Make it a pleasure for people to buy from you. Courtesy costs nothing; use more of it.

There is a stationery store which I sometimes walk two blocks to avoid because on the two occasions I have made purchases, the clerk made no effort to assist me. Instead of showing me his stock I had to make a number of requests to coax him to bring out articles which I knew were carried in stock. His attitude was to show whatever was on top of the counter and then he devoted his time to gazing out of the window until I asked for something different.

Make your store friendly. Be pleasant and courteous. Make a king or queen out of the person with money to spend. Let them know they amount to something.

Find Out What Customers Like.

But go a step further than courtesy. Give each individual personal attention so far as possible. Learn what they like, and if you remember the little things that customers like done, they won't drop out of sight overnight. Each of us have our peculiarities and if you can discover what the individual likes, your store will be above the "average" when profits are figured.

Each merchant must adopt his methods of operation to the character of his trade. In some sections, charge and delivery service must be extended. In other sections, the savings in price which a cash and carry store can offer is of more importance than the services. In other places, the merchant must straddle the situation by catering to both classes of trade. Offer the type of service which your customers desire.

Advertising consists largely of making people conscious of your store, the quality

Boosting Quality Meats

The consumer wants smaller cuts of meat!

Whether or not the housewife is a judge of quality in meat, she is a judge of the size of her roast or steak or chop.

This trend in consumer demand exerted a strong influence at the recent International Livestock Exposition. It was not only evident in the type of animals chosen as prize winners but in the exhibit of carcass meats as well.

A full description of this meat exhibit and what it meant to packer and retailer appeared in The National Provisioner of December 4, 1926.

Packers are using this story to educate their retailers.

Retailers are using the story to educate their customers.

The description of this meat show has been made up into an attractively illustrated 4-page reprint. Subscribers can get copies at cost.

Use the coupon below for your order.

THE NATIONAL PROVISIONER
Old Colony Bldg.,
Chicago, Ill.

Please send me.....reprints of your article on "Consumers Want Smaller Meat Cuts", these to be billed to me at cost.

Name

Street and No.....

City..... State.....

of the goods and the prices charged. All advertising does not require expenditure. Use your window display space for all it is worth. Change the display frequently.

Advertising Builds Business.

If you use newspapers, do not rely entirely upon the price appeal. Work in something of a personal nature about the services which you offer and something about quality and then back up your claims of services when customers come in. Hand bills are effective in some localities.

Clever folders to be wrapped with meat may be made worthwhile. When you sell a steak perhaps you can get the customer to buy a ham on her next trip, if you wrap in a small folder announcing hams of exceptional quality or at a favorable price.

Be original in your advertising. If it looks like the advertising of every other butcher in town get someone to help you with it. Perhaps the advertising department of your local newspaper will help you and usually your printer has mighty good ideas upon the subject.

People Want Quality Meats.

Meat at the lowest prices obtainable is not the aim of the average consumer. Quality, to a large percentage of people, is of more importance than price. Naturally, it is necessary for you to strike a balance between quality and price. Study the class of customers upon whom you depend for a livelihood and make sure that you are carrying the quality they demand and, of course, your prices must be consistent with quality.

By giving utmost value you will obtain a volume of trade which will be more profitable than a smaller volume even if you make a large percentage of profit upon the smaller volume.

REALM OF THE RETAILER.

Ora Eiler has succeeded to the meat market and general store of Eiler & Co., at Mt. Shasta, Cal.

James Gabby has purchased the City Meat Market at 415 Main street, Galena, Kas.

Donald Spotts has purchased the Culp's Market at Ashland, Kas.

Freck & Dolly have engaged in the meat business in Marshall, Okla.

George S. Douglas, Wayland, Mich., has been succeeded in the meat business by Fred Brooks and Harold Noah.

D. M. Rumsey & Son have purchased the meat and grocery business of F. C. Frisbie & Son, Maple Rapids, Mich.

Varella's Market has been opened at 6100 California street, San Francisco, Cal.

W. R. Johnson has purchased the meat and grocery business of George Chapman at Fall City, Wash.

Mr. Mathews has purchased the meat business of Mose Collier at Canby, Ore.

E. W. Kimball has engaged in the meat business at 4th avenue and Blair street, Eugene, Ore.

Max Freeman has sold out his interest in the Victor Market at 265 Yamhill street, Portland, Ore.

S. L. Overton has discontinued his meat business at Sweet Home, Ore.

C. L. Meyers has sold the Sunset Market, Centralia, Wash., to the International Sales & Produce Co.

The New Olympic Market, Inc., Seattle, Wash., has been chartered, with a capital of \$15,000, by S. Amano and others.

Charlie Stotts has opened a grocery and market at Third street and Railroad avenue, Rifle, Col.

W. A. Richards, Sr., is the proprietor of a new grocery and market at Del Rio, Tex.

I. G. Futuransky, formerly of Cushing, Okla., has purchased Sibley's Grocery & Market, Bristow, Okla.

Frank Bender has opened a meat market and vegetable store at 903 South Oak Park avenue, Oak Park, Ill.

Tell Us Your Troubles

In this column the retail meat dealer's questions will be answered.

Address your inquiries to Retail Editor, THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.

Should He Make Sausage?

A Western retail meat dealer slaughters his own livestock. He wonders if it would pay him to manufacture the sausage he sells, which he now buys from sausage manufacturers. He says:

Editor The National Provisioner:

We have a country market and kill all of our beef and pork. We have just bought a building 24x80 feet.

We kill about five 200-lb. hogs, live weight, and six 500-lb. cattle, dressed weight, per week.

We use about 200 lbs. of bologna, wieners and ham sausage a week, which we buy from manufacturers. Would it pay us to make our own sausage?

It would hardly seem practical to start a sausage factory simply to take care of the surplus material from a kill of 5 hogs and 6 cattle per week. As the inquirer's needs are for only 200 lbs. of bologna, wieners and ham sausage a week, it would not warrant the considerable operating expense which would be involved on this light volume of sausage.

The pork trimmings could be made into fresh pork sausage at very little expense. A grinder operated by hand would easily take care of this quantity of trimmings. The seasoned ground pork could then be sold in bulk or could be stuffed in hog casings. This is a very popular product in many sections of the country and can be made the year round if sold promptly. It is, of course, a highly perishable product.

If the inquirer could see his way clear to establish and build up a good volume of sausage business, and he is in position to buy material reasonably, then he could consider a proposition of this kind.

But in view of the limited kill and the small quantity of sausage handled per week, it does not seem advisable to undertake manufacturing operations.

C. M. Roth has leased the store at 72 Fayette street, Conshohocken, Pa., in which he will conduct a meat market.

Ernest Richter, formerly of New Castle, Ind., will open a grocery and meat market at 1326 South Eighteenth street, Indianapolis, Ind.

Bert L. Matthews has bought half interest in the City Meat Market, Mammoth Spring, Ark.

Clark & Parkers have closed their Meat Market at Alta, Ia.

Fisher & Thornton have purchased the Cash Meat Market, Gilmore City, Ia., from Paul Sea.

Roe & Crawford opened a Meat Market at Wayne, Neb.

Gordhamer Brothers of Litchfield, Minn., bought a Meat Market at Fargo, N. Dak.

Joe Demers opened a Meat & Grocery business at Rolla, N. Dak.

The Dick's Meat Market, Hartford, Wis., has been sold to a group of Milwaukee men.

Clementh & Thanem have been succeeded in the meat business at 1024 Lawrence, Port Townsend, Wash., by Joe R. Thanem.

Wm. Cuddy has sold his interest in the meat business of Revier & Cuddy, Spirit Lake, Ida., to E. Revier.

The meat market of Alfred J. Hane, St. Johns, Wash., was damaged by fire recently.

W. H. Spatz has bought the meat department of the Whiteman Grocery at Keyes, Okla.

The Asher Mercantile Co., Rolla, Mo., has opened a new meat market.

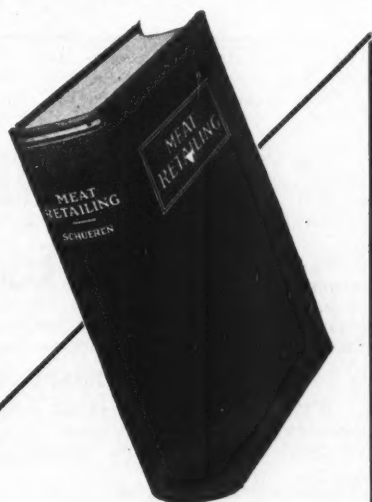
T. J. Beach has leased the meat market of George Ellis in Strong City, Kan.

Essen Bros. have taken over the meat market formerly operated at Sixth and Cedar streets, Two Harbors, Minn.

E. W. Anderson, who operates the West Side Community Grocery in Crown Point, Ind., has installed a meat market.

The Electric Meat Shop is a new business venture at 286 West Fortieth street, Indianapolis, Ind.

Matt Evans has reopened the Farmers' Meat Market in Woodstock, Ill., which was closed recently.



"Meat Retailing"

By A. C. SCHUEREN

A volume which transplants the former "butcher" into the Retail Meat Business.

A book which should be read by every one in the Meat Industry — Packer, Wholesaler, Salesman and Retailer.

Its effect should be better and more profitable Retail Meat Distribution.

Over 850 pages—163 illustrations—235 meat pricing charts — 60 useful tables.

For sale by

The National Provisioner
Old Colony Bldg., Chicago

Price \$7.00, postage extra

New York Section

NEW YORK NEWS NOTES.

Thomas J. Tynan, manager, Joseph Stern & Sons, has returned from a two weeks' trip in the Adirondacks.

Roy Fluckiger, of the beef department, New York office of Swift & Company, is spending a vacation motoring through Maine.

F. B. Cooper, the well-known packing-house broker, has returned from a vacation spent at his summer home at Martha's Vineyard, Mass.

John J. Webb, divisional superintendent, New York Butchers' Dressed Meat Company, has just returned from a three weeks' vacation in the Maine woods.

D. J. Fox, night superintendent of the New York Butchers' Dressed Meat Company, has returned from a two weeks' vacation spent in Danville, N. J.

Charles C. Tanner, chief timekeeper for the New York Butchers' and Joseph Stern plants, has just returned from a motor trip to Canada and the Thousand Islands. He has changed his color to a deep brown!

Joseph Rossman, president of the South Brooklyn Branch, New York State Association of Retail Meat Dealers, and Mrs. Rossman took a real vacation last week.

Leaving the children in good hands they went to Fosendale in the Catskills.

Arthur Burck, manager of the Prospect Park West store, and buyer for his father's stores, is spending a vacation motoring through New York state and Canada in his new car. Mr. Burck is accompanied by four friends and they are making stops at Saratoga and in the Adirondacks.

His many friends in the trade will regret to learn that David Van Gelder, of the South Brooklyn Branch, New York State Association of Retail Meat Dealers, has been confined to his home this week with an attack of the gripple. Latest reports are to the effect that he is on the road to recovery.

The mass meeting of the Westchester Branch, New York State Association of Retail Meat Dealers, which is scheduled for September 14th, will be held at Foresters Hall, opposite the New York Central railroad station on Main Street, White Plains, instead of at the Elks' Club, as formerly announced.

Harry Hertzog, second vice-president of the Brooklyn Branch, New York State Association of Retail Meat Dealers, will open a meat market at 2352 Flatbush avenue, Brooklyn, on September 10th. While this was formerly a meat market, it has been closed for some time, and Mr.

Hertzog will install practically all new fixtures.

A special meeting of the Jamaica Branch, New York State Association of Retail Meat Dealers, was held on Tuesday evening of this week for the purpose of adopting by-laws for the branch. It was decided to operate on a board of directors' plan. It was further decided to invite all the meat retailers of Jamaica and vicinity to the mass meeting to be held at Sangerbund Hall, 91st avenue and 168th street, one-half block north of Jamaica avenue, on Wednesday, September 14th.

The Butchers' Mutual Casualty Company of New York reports that the audit of its books for the first six months of 1927 shows an improvement even on the good record made last year. The earned premiums for the period ending June 30th, 1927, show an increase of about 34 per cent above the 1926 record, while the net income for the same period shows a net increase of 15 per cent. The management announces a most encouraging outlook for an increase over the 20 per cent dividend returned to members last year when the present fiscal year is up.

Some retail meat markets in the Ridgewood section of Brooklyn have opened on Sundays, and other meat dealers in the neighborhood have found it necessary to open also, in order not to lose their customers. The practice has been increasing. The South Brooklyn Branch, New York State Association, has been doing some major work in this section, and on Tuesday of this week five violators were brought to court. One was remanded to jail and four were fined. With the co-operation of the magistrate and police department the South Brooklyn Branch hopes to make Sunday a day of rest for the retail meat dealer in that part of the city.

BOHACK SALES INCREASE.

The semi annual financial report of the H. C. Bohack Co., Inc., Brooklyn, N. Y., for the six months ending June 30, 1927, shows that this well managed concern made substantial progress during the period and that gross sales and net earnings were well ahead of the same period last year.

Gross income of the company for the first six months of this year was \$11,919,434, compared with \$9,679,600 last year and net earnings for the period were \$230,054 compared with \$94,672 during the same period last year. The earnings per share of common stock were \$6.52 this year and \$1.09 last year.

In his letter to stockholders, Henry Bohack, president of the company, says: "We feel that the present fiscal year will stand out preeminently among the past five years as one which will show most satisfactory progress and net results. The most profitable half of the year is still before us and we trust that the sales will even exceed our expectations."

NEW YORK LIVE STOCK.

Receipts of live stock at New York for week ending Sept. 3, 1927, were reported officially as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	4,314	2,986	25,261	6,405
New York	801	2,793	22,884	2,408
Central Union	2,901	1,553	145	14,472
Total	8,106	7,332	48,290	23,375
Previous week	7,960	14,250	13,905	56,473
Two weeks ago.....	8,983	14,654	4,271	48,941

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, Sept. 8, 1927, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
STEERS (Hvy. Wt. 700 lbs. up):				
Choice	\$20.00@21.50	\$20.50@21.50	\$21.50@23.00	\$21.00@23.00
Good	17.50@20.00	19.50@20.50	18.00@21.00	19.00@20.50
STEERS (Lt. & Med. Wt., 700 lbs. down):				
Choice	19.50@21.00		21.00@23.00	21.00@23.00
Good	17.00@19.00	18.00@19.50	18.00@21.50	18.00@20.50
STEERS (All Weights):				
Medium	15.00@17.00	16.00@18.00	15.00@18.50	15.50@18.00
Common	12.50@14.50	15.00@16.00	14.00@15.00	13.00@15.00
COWS:				
Good	14.00@15.00	14.00@15.00	13.00@16.00	14.00@15.00
Medium	12.00@14.00	13.00@14.00	13.00@15.00	12.00@13.50
Common	10.50@12.00	12.00@13.00	11.50@13.00	11.00@12.00
Fresh Veal (1):				
VEALERS:				
Choice	23.00@24.00		24.00@26.00	21.00@23.00
Good	21.00@23.00	18.00@20.00	22.00@24.00	20.00@21.00
Medium	19.00@21.00	16.00@18.00	20.00@22.00	18.00@19.00
Common	16.00@19.00	15.00@16.00	18.00@20.00	15.00@17.00
CALF CARCASSES (2):				
Choice	16.00@18.00		18.00@20.00	19.00@20.00
Good	14.00@16.00	14.00@16.00	16.00@18.00	17.00@19.00
Medium	12.00@14.00	12.00@14.00	14.00@16.00	13.00@16.00
Common	10.50@12.00	11.00@12.00	12.00@14.00	10.00@13.00
Fresh Lamb and Mutton:				
LAMB (30-42 lbs.):				
Choice	25.00@26.00	25.00@27.00	24.00@26.00	26.00@28.00
Good	23.00@25.00	23.00@25.00	23.00@24.00	24.00@26.00
LAMB (42-55 lbs.):				
Choice	24.00@26.00	23.00@25.00	24.00@25.00	25.00@26.00
Good	22.00@25.00	22.00@24.00	22.00@24.00	21.00@24.00
LAMB (All Weights):				
Medium	21.00@23.00	20.00@22.00	19.00@22.00	22.00@24.00
Common	17.00@21.00	17.00@20.00	16.00@19.00	18.00@20.00
MUTTON (Ewes):				
Good	14.00@15.00	13.00@15.00	11.50@14.00	13.00@15.00
Medium	12.00@14.00	11.00@13.00	10.00@11.50	12.00@13.00
Common	10.00@12.00	9.00@11.00	9.00@10.50	10.00@12.00
Fresh Pork Cuts:				
LOINS:				
8-10 lb. av.	30.00@32.00	29.00@30.00	31.00@33.00	30.00@32.00
10-12 lb. av.	27.00@29.00	26.00@27.00	28.00@31.00	28.00@30.00
12-15 lb. av.	24.00@26.00	23.00@24.00	25.00@28.00	26.00@27.00
15-18 lb. av.	20.00@22.00	21.00@22.00	23.00@25.00	21.00@23.00
18-22 lb. av.	18.00@20.00	20.00@21.00	21.00@22.00	20.00@21.00
SHOULDERS:				
N. Y. Style-Skinned.....	14.00@15.00		15.00@19.00	16.00@17.00
PICNICS:				
4-6 lb. av.		16.50@17.50	14.00@16.00	17.00 only
6-8 lb. av.		15.50@16.50	13.00@14.00	16.00 only
BUTTS: Boston Style.....	18.50@20.00		19.00@22.00	18.00@20.00
SPARE RIBS: Half Sheets.....	12.00@13.50			
TRIMMINGS:				
Regular	10.00@11.00			
Lean	15.50@16.50			

(1) Includes "skin on" at New York and Chicago.

(2) Includes sides at Boston and Philadelphia.

In Spices, too, the Best is the Cheapest **J. K. LAUDENSLAGER, Inc.**

612-14-16 W. York St.

Philadelphia, Pa.

Importers **SPICES** Grinders**Butchers Mills Brand***42 years reputation among packers for quality***A. LESTER HEYER PASSES.**

Almost simultaneously with the closing of his pork packing business at 318 East 39th street, New York City, on September 3rd, A. Lester Heyer passed away at his home in White Plains at 4:30 p. m. of the same day. Although an invalid for the last three years, his death was sudden and was caused by a stroke.

For more than half a century Mr. Heyer was a prominent figure in the local provision trade, having started in the old Center Market and being located at the 39th street place for about 35 years. On October 19, 1882, he became a member of the New York Produce Exchange. He was an early and enthusiastic member of the American Meat Packers Association. Mr. Heyer was in his 77th year and is survived by his widow, one daughter and two sons. The funeral will be private and will be held on September 10th upon the arrival of his sons, who are in the publishing business in Vancouver, B. C.

NEW YORK MEAT SEIZURE.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game

seized and destroyed during the week ending Sept. 3, 1927: Meat—Brooklyn, 155 lbs.; Manhattan, 27 lbs.; Queens, 3 lbs.

Total 185 lbs. Fish—Manhattan, 1750 lbs. Poultry and Game—Brooklyn, 256 lbs.; The Bronx, 14 lbs. Total, 270 lbs.

Learn the Facts About this Profit Maker

YOUR salesmen will find Quality Imported Corned Beef easy to sell, and it will help your entire line. Quality Corned Beef comes from South America, where cattle raising is the industry, and where the cost of production is low. That's why it is a profitable item for you.

Beats Competition—Gives Satisfaction

Quality Imported Corned Beef is a quality product. It includes such choice cuts as porterhouse and sirloin, with the minimum of fat. It is solidly compressed, and ideal for slicing. Lean and tender, with the nutritious meat juices retained in its preparation, it gives universal satisfaction.

In Two Popular Sizes

No. 1 tin (12 oz. net) packed 24 in wooden case—ideal for family use.

No. 6 tin (6 lbs. net) packed 12 in wooden case—just right for slicing.

The larger size offers a big field for quantity selling. It affords the grocer, meat market and delicatessen store better profits by selling Sliced Corned Beef. It is the most economical size for hotels, large restaurants, hospitals and institutions who place quantity orders. You will find Quality a fine order opener and trade builder.

John M. Clair
Vice-President

QUALITY
IMPORTED
Corned Beef

Republic Food Products Co.,

4053 S. La Salle St.,

Chicago, Ill.



Send Coupon for
Prices and Free
Sample



John M. Clair, Vice-President,
REPUBLIC FOOD PRODUCTS CO.
Dept. J-2, 4053 S. La Salle St.,
Chicago, Ill.

We are interested in increasing our sales and profits. Send us prices and Free Sample of Quality Imported Corned Beef.

Firm name.....
Address.....
Buyer.....

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**SAUSAGE
BAGS**

and

**SAUSAGE
SEASONINGS**

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Imitation Food Products for Window, Counter and Refrigerator Display

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ARTISTIC PRODUCTION CO.

107 Lawrence St., Brooklyn, N. Y.

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, best.....	\$12.85@13.10
Cows, cutters.....	3.50@ 5.00
Bulls.....	6.75@ 7.00

LIVE CALVES.

Calves, prime.....	\$17.25@17.50
Calves, common, per 100 lbs.....	13.50@15.50

LIVE SHEEP AND LAMBS.

Lambs, prime.....	@15.00
Sheep, bulk.....	2.50@ 7.00

LIVE HOGS.

Hogs, heavy.....	\$ 9.50@10.75
Hogs, medium.....	11.50@11.75
Hogs, 120 lbs.....	@12.25
Roughs.....	@ 8.00
Good Roughs.....	@ 9.00

DRESSED HOGS.

Hogs, heavy.....	17½@17½
Hogs, 180 lbs.....	@17½
Hogs, 160 lbs.....	@17½
Pigs, 80 lbs.....	@18
Pigs, under 140 lbs.....	@18½

DRESSED BEEF.

CITY DRESSED.

Choice, native heavy.....	@23
Choice, native light.....	@24
Native, common to fair.....	@21½

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.....	@21
Native choice yearlings, 400@600 lbs.....	@22
Western steers, 600@800 lbs.....	@19
Texas steers, 400@600 lbs.....	@17
Good to choice heifers.....	@21
Good to choice cows.....	@16
Common to fair cows.....	@14
Fresh bologna bulls.....	@12up

BEEF CUTS.

	Western.	City.
No. 1 ribs.....	@24	@27
No. 2 ribs.....	@21	@23
No. 3 ribs.....	@22	@23
No. 1 loins.....	@29	@32
No. 2 loins.....	@28	@32
No. 3 loins.....	@22	@28
No. 1 hinds and ribs.....	@26	@27
No. 2 hinds and ribs.....	@24	@26½
No. 3 hinds and ribs.....	@21	@23½
No. 1 rounds.....	@19	@21
No. 2 rounds.....	@18	@20
No. 3 rounds.....	@17	@19
No. 1 chucks.....	@17	@18
No. 2 chucks.....	@14	@16
No. 3 chucks.....	@12	@13
Bolognas.....	@ 6	11½@12½
Bolls, reg., 6@8 lbs. avg.....	@22	@23
Rolls, reg., 4@6 lbs. avg.....	@17	@18
Tenderloins, 4@6 lbs. avg.....	@60	@70
Tenderloins, 5@6 lbs. avg.....	@80	@90
Shoulder clods.....	@10	@11

DRESSED CALVES.

Prime.....	@26
Choice.....	@22
Good.....	@19
Medium.....	@16

* DRESSED SHEEP AND LAMBS.

Lambs, choice spring.....	@28
Good lambs.....	@26
Lambs, poor grade.....	@25
Sheep, choice.....	@20
Sheep, medium to good.....	@17
Sheep, culls.....	@12

SMOKED MEATS.

Hams, 8@10 lbs. avg.....	@23
Hams, 10@12 lbs. avg.....	@21
Hams, 12@14 lbs. avg.....	@20
Picnics, 4@6 lbs. avg.....	@16
Picnics, 6@8 lbs. avg.....	@15½
Rollerets, 6@8 lbs. avg.....	@17
Beef tongue, light.....	@24
Beef tongue, heavy.....	@28
Bacon, boneless, Western.....	@27
Bacon, boneless, city.....	@23
Pickled bellies, 8@10 lbs. avg.....	@19

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. avg.....	@32
Pork tenderloins, fresh.....	@45
Pork tenderloins, frozen.....	@40
Shoulders, city, 10@12 lbs. avg.....	@19
Shoulders, Western, 10@12 lbs. avg.....	@18
Butts, boneless, Western.....	@24
Butts, regular, Western.....	@21
Hams, Western, fresh, 10@12 lbs. avg.....	@22
Hams, city, fresh, 6@10 lbs. avg.....	@24
Picnic hams, Western, fresh, 6@8 lbs. avg.....	@15
Pork trimmings, extra lean.....	@19
Pork trimmings, regular 50% lean.....	@12
Spare ribs, fresh.....	@16

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs. per 100 pcs.....	95.00@100.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.....	@ 75.00
Black hooft, per ton.....	45.00@ 50.00
Striped hooft, per ton.....	45.00@ 50.00
White hooft, per ton.....	@ 85.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces.....	@100.00
Horns, avg. 7½ oz. and over, No. 1s.....	300.00@325.00
Horns, avg. 7½ oz. and over, No. 2s.....	250.00@275.00
Horns, avg. 7½ oz. and over, No. 3s.....	200.00@225.00

FANCY MEATS.

Fresh steer tongues, untrimmed.....	@28c	a pound
Fresh steer tongues, l. c. trim'd.....	@38c	a pound
Sweetbreads, beef.....	@55c	a pound
Sweetbreads, veal.....	@1.00	a pound
Beef kidneys.....	@15c	a pound
Mutton kidneys.....	@ 8c	each
Livers, beef.....	@19c	a pound
Oxtails.....	@12c	a pound
Beef hanging tenders.....	@20c	a pound
Lamb fries.....	@10c	a pair

BUTCHERS' FAT.

Shop fat.....	@ 2¼
Breast fat.....	@ 4
Edible suet.....	@ 5
Cond. suet.....	@ 4½
Bones.....	@20

SPICES.

	Whole.	Ground.
Allspice.....	19	22
Cinnamon.....	16	19
Cloves.....	22	27
Coriander.....	10½	13½
Ginger.....	16	18
Mace.....	1.08	1.18
Nutmeg.....	45	45
Pepper, black.....	42	45
Pepper, Cayenne.....	44	48
Pepper, red.....	40	40
Pepper, white.....	57	60

GREEN CALFSKINS.

	5-9 9½-12½	12½-14	14-18	18 up
Prime No. 1 Veals.....	.21	2.45	2.85	3.05
Prime No. 2 Veals.....	.19	2.25	2.60	2.80
Buttermilk No. 1.....	.18	2.10	2.50	2.70
Buttermilk No. 2.....	.16	1.90	2.25	2.45
Branded Gruby.....	.11	1.40	1.75	1.95
Number 3.....				At Value

CURING MATERIALS.

In lots of less than 25 bbls.:	Bbls. per lb.
Double refined saltpetre, granulated.....	6c 5½c
Double refined saltpetre, small crystal.....	7½c 7¼c
Double refined large crystal saltpetre.....	8¼c 8¼c
Double refined nitrate soda, granulated.....	4c 3½c
In 25 barrel lots:	
Double refined saltpetre, granulated.....	5½c 5½c
Double refined saltpetre, small crystal.....	7¼c 7¼c
Double refined saltpetre, large crystal.....	8¼c 8c
Double refined nitrate soda, granulated.....	3½c 3½c

DRESSED POULTRY.

FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good:	
Western, 60 to 65 lbs. to dozen, lb.....	@26
Western, 48 to 54 lbs. to dozen, lb.....	@25
Western, 43 to 47 lbs. to dozen, lb.....	@23
Western, 36 to 42 lbs. to dozen, lb.....	@22
Western, 30 to 35 lbs. to dozen, lb.....	@21
Fowls—fresh—dry pkd.—prime to fecy.—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.....	@30
Western, 48 to 54 lbs. to dozen, lb.....	@28

Western, 43 to 47 lbs. to dozen, lb.....	@27
Western, 36 to 42 lbs. to dozen, lb.....	@24
Western, 30 to 35 lbs. to dozen, lb.....	@22
Fowls—frozen—dry packed—prime to fecy.—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.....	@28
Western, 55 to 59 lbs. to dozen, lb.....	@28
Western, 43 to 47 lbs. to dozen, lb.....	@25
Western, 30 to 35 lbs. to dozen, lb.....	@21

Ducks—	
Long Island, prime.....	@24
Squabs—	
White, 11 to 12 lbs. to dozen, per lb.....	@60
Prime, dark, per dozen.....	1.75@2.50

LIVE POULTRY.

Fowls, colored, per lb., via express.....	@25
Geese, swan, via express.....	@15
Turkeys, via express.....	@20
Pigeons, per pair, via freight or express.....	@40
Guineas, per pair, via freight or express.....	@80

BUTTER.

Creamery, extras (92 score).....	@44½
Creamery, firsts (90 to 91 score).....	@43½
Creamery, seconds.....	@38
Creamery, lower grades.....	36½@37½

EGGS.

Extras, regular packed.....	@37
Extra firsts.....	@34
Firsts.....	@29
Checks.....	@24

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, delivered per 100 lbs.....	@2.40
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York.....	@2.45
Blood, dried, 15-16% per unit.....	@4.00
Fish scrap, dried 11% ammonia, 10% B. P. L. f.o.b. fish factory.....	4.75 & 10c
Fish guano, foreign 13@14% ammonia, 10% B. P. L.....	4.40 & 10c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A., f.o.b. fish factory.....	Nominal
Soda Nitrate, in bags, 100 lbs. spot.....	@2.25
Tankage, ground 10% ammonia, 15% B. P. L. bulk.....	4.60 & 10c
Tankage, unground, 9@10% ammonia.....	4.10 & 10c

Phosphates.

Bone meal, steamed, 3 and 50 bags, per ton.....	@32.00
Bone meal, raw 4½ and 50 bags, per ton.....	@38.00
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 10% flat.....	@ 9.00

Potash.

Manure salt, 20% bulk, per ton.....	@11.70
Kainit, 12.4% bulk, per ton.....	@ 9.00
Muriate in bags, basis 80%, per ton.....	@34.50
Sulphate in bags, basis 90%, per ton.....	@44.50

Beef.

Cracklings, 50% unground.....	@ 1.25
Cracklings, 60% unground.....	@ 1.35

Meat Scraps, Ground.

50%.....	@72.00
55%.....	@79.00

BUTTER AT FOUR MARKETS.

Wholesale prices for 92 score butter at Chicago, New York, Boston and Philadelphia for the week ending Sept. 1, 1927:

	Aug.	26	27	29	30	31	Sept. 1
Chicago.....	44	44	43½	43½	43½	44½	44½
New York.....	43½	43½	43½	43½	44	44½	44½
Boston.....	43½	43½	43½	43½	44	44½	44½
Philadelphia.....	44½	44½	44½	44½	44½	45	45½

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago.

39% 39½ 39% 39% 40 40½

Receipts of butter by cities (tubs):

WEEKLY COMPARISONS (MON.-THURS.)

	This week.	Last week.	Last year.	Since Jan. 1—1927.
Chicago.....	39,059	37,779	39,694	2,389,373
New York.....	60,759	62,551	49,638	2,826,150
Boston.....	14,962	21,060	14,642	942,447
Philadelphia.....	13,312	17,303	14,821	797,681
Total.....	128,092	138,723	118,795	6,755,651

Cold storage movement (lbs.).

	In Sept. 1.	Out Sept. 1.	On hand Sept. 2.	Same week-day last year.
Chicago.....	99,264	98,141	30,618,582	32,768,134
New York.....	222,868	214,192	23,854,082	21,154,751
Boston.....	70,024	148,241	14,053,523	13,042,159
Philadelphia.....	43,770	71,730	6,468,317	6,108,141
Total.....	435,926	532,304	74,994,504	73,073,165

